

GRAIN & FEED JOURNALS

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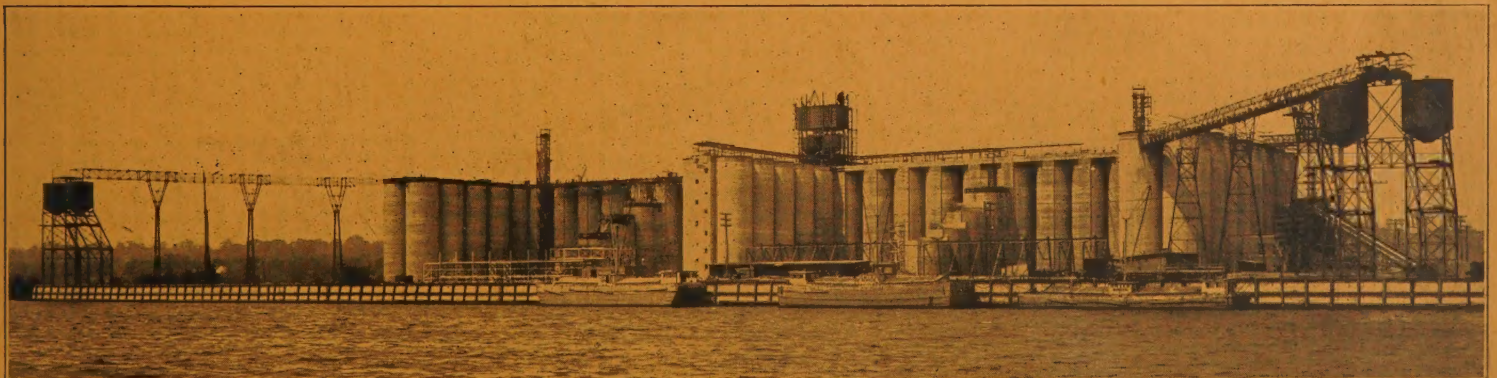
A Merger of Grain Dealers Journal, American Elevator & Grain Trade, Grain World and Price Current-Grain Reporter.

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JULY-DEC
1932
WARE

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The Albany Port District Commission's 13,000,000 Bushel Elevator Receives Grain.
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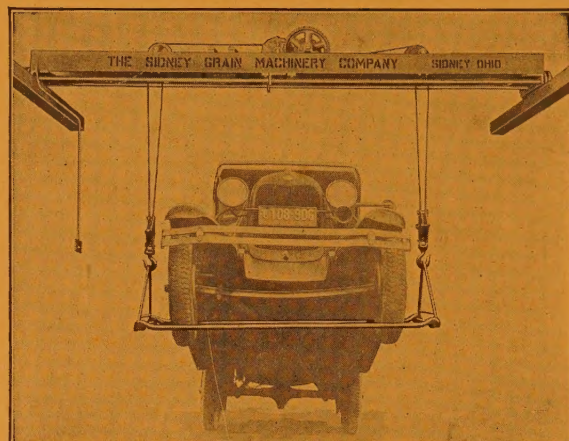
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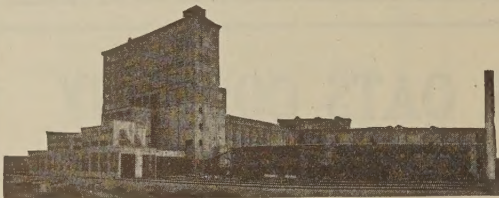
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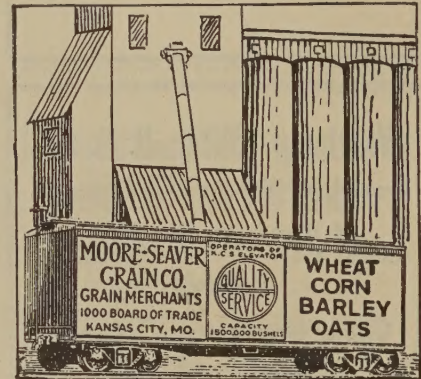
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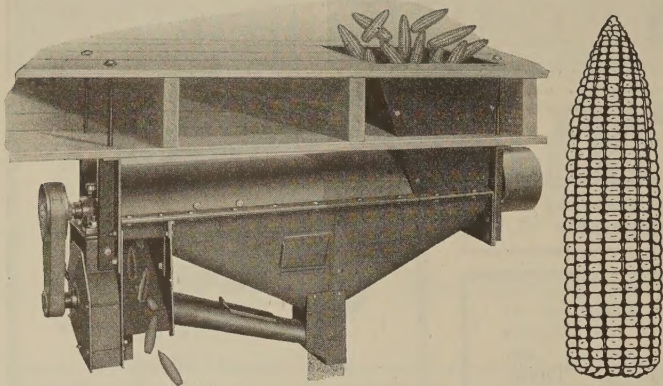
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Bearings { Roller	Magnetic Separator
{ Ball	Manlift
Belting	Moisture Tester
Bin Thermometer	Motor Control
Bin Valves	Mustard Seed Separator
Bleachers and Purifiers	Oat Clipper
Boots	Oat Huller
Buckets	Plans of Grain Elevators
Car Liners	Portable Elevator
Car Loader	Power { Oil Engine
Car { Puller	Power { Motors
{ Pusher	Power Shovel
Car Seals	Railroad Claim Books
Cipher Codes	Renewable Fuse
Claim (R. R.) Collection	Rope Drive
Clover Huller	Safety Steel Sash
Coal Conveyor	Sample Envelopes
Corn Cracker	{ Truck
Conveying Machinery	Scales { Hopper
Distributor	{ Automatic
Dockage Tester	Scale Tickets
Dump	Scarifying Machine
Dust Collector	Screw Conveyor
Dust Protector	Seed Treating { Machine
Elevator Leg	{ Chemicals
Elevator Paint	Separator
Feed Formulas	Sheller
Feed Ingredients	Siding-Roofing { Asbestos
Feed Mixer { Dry	{ Steel or Zinc
{ Molasses	Silent Chain Drive
Feed Mill	Speed Reduction Units
Fire Barrels	Spouting
Fire Extinguishers	Storage Tanks
Friction Clutch	Testing Apparatus
Grain Cleaner	Transmission Machinery
Grain Drier	Waterproofing (Cement)
Grain Tables	Weevil Exterminator
Hammer Mill	Wheat Washer

Draw a line through the supplies wanted, and write us regarding your contemplated improvements or changes. We will place you in communication with reputable firms specializing in what you need, to the end that you will receive information regarding the latest and best.

INFORMATION BURO

Grain & Feed Journals, 332 So. La Salle St., Chicago

ELLIS DRIERS

Known the world over for reliability and perfection of product. Direct Heat—Indirect Heat—And Steam Heat. Also . . .

A complete line of Rotary Driers and Feeders for mill and feed plants.

The Ellis Drier Co.

2444-56 N. Crawford Ave.
Chicago, Ill., U. S. A.

The Grain Trade's

accepted medium for "Wanted" and "For Sale" advertisements is the semi-monthly Grain & Feed Journals Consolidated.

If Uncle Sam Would Just Dump His Load of
Surpluses it Would Bring Great
Relief to Everyone



With apologies to Knott of Dallas Farm News.

1902 MARCH — APRIL — MAY 1932
Time for WINDSTORM INSURANCE
 Write for the "TRI-STATE SAVING PLAN" for Grain
 Elevators and other Mercantile Property
 Also Residence Property insured against Fire and Windstorm
E. H. Moreland, Secretary Luverne, Minn.

Scale Ticket Copying Book

Contains 600 original leaves and 600 duplicates of form shown herewith. Four originals and four duplicates to each leaf. Printed and perforated so outer half of sheet, containing originals, may be folded back on the duplicate, thus giving an exact reproduction of all entries on the original. Leaves are machine perforated between tickets so they may be easily removed. Printed on bond paper, check bound, size 9½x11 inches, and supplied with 6 sheets of No. 1 carbon. Order Form 73. Price, \$1.55, f. o. b. Chicago. Weight, 2¼ lbs. Cash with order for twelve books earns 10% discount.

No. _____	19 _____
Load of _____	
From _____	
To _____	
	Gross _____ lbs.
Price per bu. _____	Tare _____ lbs.
Test _____	Net _____ lbs.
Man ON—OFF _____	Net _____ bu.
	Weigher. _____

One-fourth actual size.

GRAIN & FEED JOURNALS Consolidated
 332 So. La Salle St., Chicago, Ill.

Place Your Name

and business before the progressive grain elevator men of the entire country by advertising in the Grain & Feed Journals Consolidated. It reaches them twice each month.

Grain Receiving Record Books

Grain Receiving Register. One of the best forms for recording wagon loads of grain received. It contains 200 pages, size 8½x13½ inches, ledger paper, capacity for 8,200 wagon loads. Bound in canvas. Some enter load records as received, others assign a page to each customer, while others assign pages to different kinds of grain. Bound in strong board covers, canvas back. Headings of 11 cols. are: "Date, Name, Kind of Grain, Gross, Tare, Net, Bushels, Pounds, Price, Amount, Remarks." Shipping weight, 2¼ lbs. Order Form 12AA. Price \$3.00.

Wagon Loads Received has columns headed: "Month, Day, Name, Kind, Gross and Tare, Net Pounds, Bushels, Pounds, Price, Dollars and Cents, Remarks." It has 200 pages, size 9½x12 inches, and room for 4,000 loads. Printed on linen ledger paper, with strong cloth covers and keratol corners and back. Shipping weight, 2 lbs. Order Form 380. Price \$3.00.

Receiving and Stock Book. Many dealers prefer to keep each kind of grain received from farmers in separate columns so each day's receipts may be easily totaled. This book is designed for this purpose. It contains 200 pages, size 9½x12 inches, and will accommodate 4,000 loads. Well bound in black cloth and keratol back and corners. Shipping weight, 2¼ lbs. Order Form 321. Price \$3.00.

Grain Receiving Ledger is an indexed book especially adapted for keeping individual accounts with farmer patrons. Each page is 8½x13½ inches, numbered and ruled for 44 entries. Ledger paper and well bound in cloth with keratol back and corners. 228 pages. Shipping weight, 3 lbs. Order Form 43. Price, \$3.50.

Form No. 43 XX contains double the number of pages. Shipping weight 4½ lbs. Price, \$5.50.

Grain Scale Book is designed to assign separate pages to each customer and their names can be indexed so their accounts can be quickly located. It contains 252 numbered pages, of high grade linen ledger paper. Each page is 10½x15½ inches, will accommodate 41 wagon loads and it has a 28-page index. Well bound with cloth and keratol back and corners. Shipping weight, 4½ lbs. Order Form 23. Price, \$4.75.

Grain & Feed Journals
 CONSOLIDATED
 332 South La Salle St., Chicago, Ill.

MILL MUTUAL INSURANCE

is

SOUND INSURANCE

Net Cash Surplus
 Dec. 31, 1931

Millers Mutual Fire Ins. Association, Alton, Ill.	\$1,194,444.52
Western Millers Mutual Fire Ins. Co., Kansas City, Mo.	429,152.17
Michigan Millers Mutual Fire Ins. Co., Lansing, Mich.	1,461,599.84
Mill Owners Mutual Fire Ins. Co., Des Moines, Iowa	1,204,817.53
Millers Mutual Fire Ins. Co., Harrisburg, Pa.	852,755.09
Millers Mutual Fire Ins. Co., Fort Worth, Texas	658,593.91
Pennsylvania Millers Mut. Fire Ins. Co., Wilkes-Barre, Pa.	1,527,424.55
Ohio Millers Mutual Ins. Co., Van Wert, Ohio	103,925.04
Grain Dealers Nat. Mut. Fire Ins. Co., Indianapolis, Ind.	1,390,000.00
Millers National Ins. Co., Chicago, Illinois	2,424,878.69

ASSOCIATION

of

MILL AND ELEVATOR MUTUAL INSURANCE COMPANIES

Mutual Fire Prevention Bureau
 230 East Ohio Street
 CHICAGO

Grain Shipping Record Books

Record of Cars Shipped. This form enables country shippers to keep a complete record of each car of grain shipped from any station, or to any firm. It has the following column headings: Date Sold, Date Shipped, Car Number, Initials, To Whom Sold, Destination, Grain, Grade Sold, Their Inspection, Discount, Amount Freight, Our Weight Bushels, Destination Bushels, Over, Short, Price, Amount Freight, Other Charges, Remarks. The book contains 80 double pages of ledger paper, size 9½x12 inches, and has spaces for recording 2,320 carloads. Well bound in heavy cloth with keratol back and corners. Shipping weight, 2½ lbs. Order Form No. 335. Price \$3.00.

Sales, Shipments and Returns. Is designed to save time and prevent errors. The pages are used double. The left hand pages are ruled for information regarding "Sales" and "Shipments"; the right hand for "Returns". The column headings enable you to make complete records for each transaction. The book contains 80 double pages, and index of ledger paper, size 10½x16 inches, will accommodate records for 2,200 cars. Bound in heavy canvas with keratol corners. Shipping weight, 3¼ lbs. Order Form 14AA. Price \$3.75.

Grain Shipping Ledger for keeping a complete record of the shipments of 5,000 cars. Facing pages are given to each firm to whom you ship and page is indexed. This book contains 80 double pages of ledger paper with 16-page index, size, 10½x15½ inches, well bound with cloth covers and keratol back and corners. Shipping weight, 4 lbs. Order Form No. 24. Price, \$4.25.

Shippers Record Book. This book is designed to save labor in handling grain shipping accounts and gives a complete record of each car shipped. Its 80 double pages of ledger paper, size 9½x12 inches, provide spaces for 2,320 carloads. Wide columns provide for the complete record of all important facts of such transactions under their respective heads. Bound in heavy cloth with keratol back and corners. Shipping weight, 2½ lbs. Order Form 20. Price \$3.00.

Grain & Feed Journals
 CONSOLIDATED
 332 South La Salle St., Chicago, Ill.

GRAIN ELEVATOR BUILDERS

CHALMERS & BORTON

620 Pioneer Trust Bldg., KANSAS CITY, MO.

Engineers — Constructors

Grain Elevators — Feed Mills — Warehouses
Ask for Quotations on Your Work

Stevens Engineering & Construction Co., Inc.

4121 Forest Park Blvd. ST. LOUIS, MO.

Designers and Builders

GRAIN ELEVATORS

Flour and Feed Mills

Warehouses

Industrial Engineering & Construction Co.

Contracting Engineers

2730 Grove Street KANSAS CITY, MISSOURI

Grain Elevators
Feed Plants

Flour Mills
Warehouses

Cold Storage Plants
Industrial Buildings

T. E. IBBERSON CO.

GRAIN ELEVATOR BUILDERS

FEED MILLS

COAL PLANTS

REPAIRING AND REMODELING

MINNEAPOLIS

MINNESOTA

WHEN WRITING ADVERTISERS

Mention Grain & Feed Journals Consolidated

NOW IS THE TIME

to build or overhaul your elevator. Costs of labor and material were never lower.

Let us quote on your work.

Reliance Construction Co.

Board of Trade

Indianapolis, Ind.

THE

Star Engineering Company

Designers and Builders of modern, efficient grain elevators, feed plants, and associated buildings. Every plant designed to best suit individual requirements.

Machinery Estimates Plans

WICHITA, KANSAS

YOUNGLOVE ENGINEERING CO.

Grain Elevators, Transfer Houses, Feed Plants

Wood or Fireproof Construction

418 Iowa Bldg.
Sioux City, Iowa

Box 1172
Fargo, N. Dak.

HOGENSON

Construction Co.

Wood or Concrete

Grain Elevators

Corn Exchange Bldg.

MINNEAPOLIS, MINN.

D. G. EIKENBERRY

Builder of Concrete and/or Wood Elevators and Feed Mills.

Modern Grain Handling Machinery

Box 146

Bloomington, Ill.

ROCHELLE & ROCHELLE

Designers and Builders of

GOOD ELEVATORS

Let us furnish your machinery
AMARILLO, TEXAS

Ryan Construction Co.

503 Keeline Bldg. OMAHA, NEBR.

Engineers & Contractors

Grain Elevators - Feed Mills
Industrial Buildings

Flour Mills - Cement Plants
Coal Pockets

ZELENY

Thermometer System

Protects Your Grain

Estimates cheerfully given.

Write us for catalog No. 6.

Zeleny Thermometer Co.

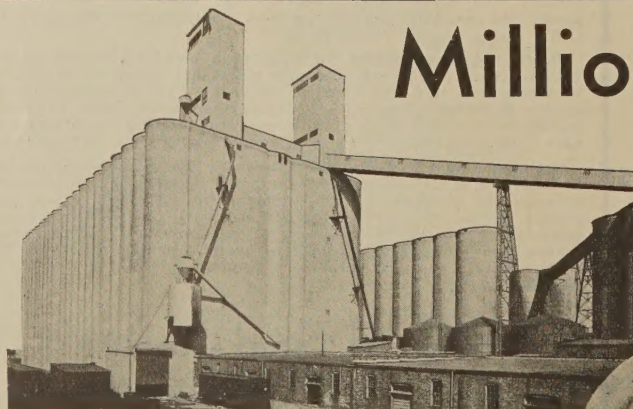
542 S. Dearborn St. Chicago, Ill.

CRAMER ELEVATORS

are preferred elevators because each is designed and built to fit the individual needs of the owners.

W. H. Cramer Construction Co.
North Platte, Nebr.

Plans and Specifications Furnished



Millions of Bushels

(11,000,000)

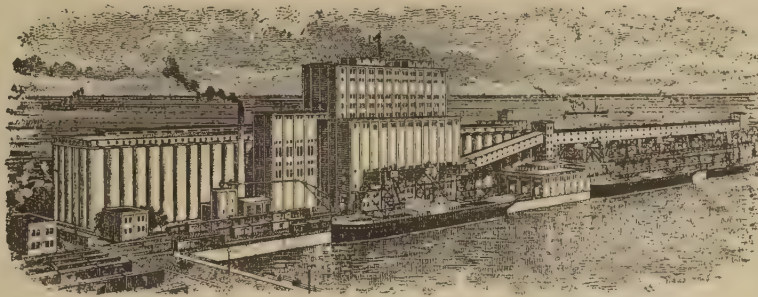
Fast Operation

Designed and Built by

McKenzie-Hague Co.

Minneapolis, Minn.

Capacity
5,000,000
Bushels



Equipped with
Four Stewart
Link-Belt
Grain Car
Unloaders

PENNSYLVANIA RAILROAD ELEVATOR AT BALTIMORE

JAMES STEWART CORPORATION

ENGINEERS AND CONTRACTORS
FISHER BUILDING—343 S. DEARBORN ST., CHICAGO, ILLINOIS

W. R. SINKS,
PRESIDENT
Phone Harrison 8884

H. G. ONSTAD
VICE-PRES.-GEN'L MGR.



Saskatchewan Pool Elevator No. 7

Port Arthur, Ont.

*Largest single Elevator Contract ever awarded, recently erected by us
in record time*

THE BARNETT-McQUEEN CONSTRUCTION CO., Ltd.

Fort William, Ontario

Duluth, Minn.

Minneapolis, Minn.



Santa Fe Elevator "A"

Kansas City, Kans.

Capacity
10,500,000 Bushels

John S. Metcalf Co.,

Grain Elevator Engineers and Constructors

105 W. Adams St., Chicago

460 St. Helen St., Montreal

837 W. Hastings St., Vancouver, B. C.

17 Dartmouth Street, London, England



GALVESTON WHARF COMPANY'S NEW ELEVATOR "B"

Capacity 6,000,000 Bushels

This Elevator Designed and Construction
Supervised by

HORNER & WYATT

Consulting Engineers to the Grain Trade

470 Board of Trade

Kansas City, Mo.

Elevator Boot



Ball Bearing, Low Intake, Non-chokeable, Automatic Takeups, 20" Diameter Pulley, Large Capacity.

Use Rubber Covered Cup Belt—It Pays

WHITE ★ STAR ★ COMPANY

Wichita, Kansas

Headquarters for
GOOD ELEVATOR EQUIPMENT

Jones - Hettelsater Construction Co.

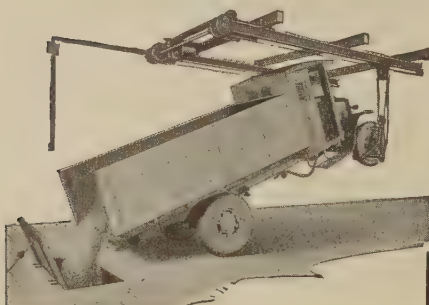
Designers and Builders

**Grain Elevators
Flour and Feed Mills**

600 Mutual Bldg.

Kansas City, Mo.

McMillin Truck Dump For Electrical Power



In the above we are offering an entirely different type of construction than that used in all other types of overhead dumps.

With this dump the vehicle can be raised until some part of it will come in contact with the ceiling, while with all other overhead dumps, the vehicle strikes the overhead carriage, which in the average driveway will not give sufficient slope for the proper dumping, and which is not only objectionable but reduces speed and adds unnecessary work for the operator.

We furnish either wheel hooks or rack as may be desired.

For prices, plans for installation, and descriptive circular.

Address to

L. J. McMILLIN

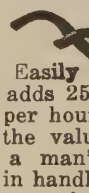
525 Board of Trade Bldg.
INDIANAPOLIS, INDIANA



ELEVATORS

—Hand Power and Electric—
MANLIFTS, DUMB WAITERS
ELECTRIC CONVERTERS for hand elevators. Our product is unsurpassed for efficiency and general reliability. When enquiring for estimate, state kind of elevator wanted, capacity, size, platform travel and height of hatch.

Sidney Elevator Mfg. Co., (Miami St.) Sidney, Ohio



The CLIMAX

Easily adds 25c per hour to the value of a man's time in handling coal or grain. Strongly built and will give years of consistent service. Hundreds of them in use. Order yours now and reap the benefits.

Price: \$15 f. o. b. factory
DETROIT SCOOP TRUCK CO.
993 Osborne Place, Detroit, Mich.

You Can Sell Your Elevator

by advertising directly
to people who want
to buy, by using a

**Grain & Feed Journals
Want Ad.**

Cover's Dust Protector

Rubber Protector, \$2.00
Sent postpaid on receipt of price; or on trial to responsible parties. Has automatic valve and fine sponge

H. S. COVER
Box 404 South Bend, Ind.



*When in Minneapolis
Stay at*

The NEW NICOLLET HOTEL

Opposite Tourist Bureau on
Washington Avenue
The Northwest's Finest Hotel.
600 rooms with bath or
connecting.

Every room an outside room.
Largest and Finest Ballroom
in the Northwest.

Rates:

59 Rooms at \$2.00	257 Rooms at \$3.50
68 Rooms at \$2.50	41 Rooms at \$4.00
84 Rooms at \$3.00	38 Rooms at \$5.00
Suites and Special Rooms at \$6.00 to \$9.00	

**MAIN DINING ROOM
COFFEE SHOP**

3 Blocks from both Depots, Retail Center and Wholesale Center.
W. B. CLARK, Mgr.

HOTEL FONTENELLE

OMAHA'S WELCOME
TO THE WORLD
400 Rooms
with Bath from

\$2.50

100 Rooms Priced
From \$3 DOWN!
150 Rooms Priced
From \$3.50 DOWN!

Luxurious Accommodations
Popular Dining Rooms



OPERATED BY EPPLEY
HOTELS COMPANY

OMAHA

Clark's Decimal Wheat Values

(Fourth Edition)

Is a book of 38 tables, which reduce any weight from 10 to 100,000 pounds to bushels of 60 lbs. and show the value at any price from 50 cts. to \$2.39.

Each table is printed in two colors, pounds and rules in red, bushels and values in black. All figures are arranged in groups of five and divided by red rules to expedite calculations.

These tables have the widest range of quantity and price, are so compact and so convenient no Wheat Handler can afford to attempt to do business without them. By their use you prevent errors, save time and avoid many hours of needless figuring.

Printed on linen ledger paper, 40 pages, bound in vellum, size 9x11½ inches. Order Form 33X. Price, \$2, f. o. b. Chicago. Shipping weight, 1 lb.

GRAIN & FEED JOURNALS

Consolidated

332 S. La Salle St.

Chicago, Ill.

Wanted and For Sale

The rate for advertisements in this department is 25 cents per type line each insertion

ELEVATORS FOR SALE

TEN IOWA AND ILLINOIS Elevators for sale, will sell one or all. Priced for quick sale. O. A. Talbott, Keokuk, Iowa.

Every penny invested in a Journal "Wanted—For Sale" ad returns an amazing per cent of profit.

MINNESOTA cleaning and transfer elevator for sale; 130,000 bushels; three track scales; good cleaning machinery; electric power good condition. Excellent transit location; fine dairy territory. Bargain easy terms payment. Write 66B6, Grain & Feed Journals Consolidated, Chicago, Illinois.

WANT ADS WORK WONDERS

They sell elevators, find help and partners, secure machines and engines which you want, sell those for which you have no further use, and perform a myriad of kindred services for shrewd people who use them regularly. READ and USE THEM.

COLORADO—16,000 bu. elevator and 4,000 bu. bean house for sale; on C.B.&Q.; good grain and bean territory; Fairbanks ball bearing scales and 15-h.p. engine; Winters dump; no competition; good coal business; four car coal shed; built eight years. Address 68M10 Grain & Feed Journals, Chicago, Ill.

KANSAS Elevator practically sold after three insertions. Here's what the advertiser writes: "We enclose check for three insertions of our ad. We have had more than a dozen inquiries from our ad and believe that we will be able to effect a sale." This proves conclusively the value of a Journal Want-Ad.

WESTERN OKLA. — 75,000 bus. iron-clad studded elevator and 2-car warehouse for sale; deeded land; R. 1. Ry., 120 mi. east of Amarillo, Tex.; electric power, 3 motors, 10-h.p. gas engine. 10-ton scale, Richardson shipping scale, cleaner, truck dump, hammer mill, also dwelling, 5 lots; good town, 2,300 pop., only elevator. C. S. Horin, Trustee, Erick, Okla.

On the other end of the Journal's "Wanted—For Sale" columns you will find 9,000 grain dealers anxious to know what you have for them.

TWO INDIANA ELEVATORS FOR SALE

Piercetn, on Penna. R. R., good house, coal—Feed.
Auburn, on Penna. R. R., good house, Feed.
Sell right quick for cash—no trade.
Write Kraus & Applebaum, Inc.,
912 Old First Nat'l Bank Bldg., Fort Wayne, Ind.

BARGAIN IF TAKEN AT ONCE—Some one is always looking for an elevator at a good grain point and reads these ads just like you're doing now, so if you wish to dispose of your present property, enlarge your present interests, or embark in the grain business. USE these columns to your best advantage just as others are doing. WE WILL assist you in the composition of copy free. We are in business to be of service to YOU. There is no wrong time to put an ad in the columns of the Journal. TRY IT.

ELEVATORS FOR SALE

OHIO, ILL.—Good 40,000 bu. elevator for sale cheap; only elevator in town of 500 pop.; good territory and coal and grain business; spent \$4,000 on repairs 3 yrs. ago; conditions force sale immediately; will take \$5,000; cash—no trade; party must come recommended. Write, Everett Johnson, Ohio, Ill.

ELEVATORS WANTED

IF YOU DO NOT find the elevator you want advertised, place your wants in the "Elevators Wanted" section and you will receive full particulars regarding many desirable properties not yet advertised.

ELEVATOR WANTED TO LEASE

WANT TO LEASE Elevator in Central or Western Ohio. Write L. J. Dill Co., Columbus, Ohio.

NO NEED FOR FORMALITIES—You don't need an introduction to Journal Want-Ads. They will help you without, whatever your problems may be.

ELEVATOR BROKERS

ALWAYS HAVE ELEVATORS for sale. To save time, please state amount you wish to invest and location you prefer. James M. McGuire, 6440 Minerva Ave., Chicago, Ill.

YOU MAY BE MISSING SOMETHING

AN ILLINOIS elevator company running a 3 line ad in one issue says: "We had 25 applications from that ad. Thank you."

ELEVATOR AND FEED MILL

KANSAS—Elevator and feed mill for sale; priced for quick sale. Address 68L1, Grain & Feed Journals Consolidated, Chicago, Ill.

STOP! READ! THINK! One advertiser writes, "Your service brought me 24 replies." We can do the same for you. Don't wait, write now"

FLOUR MILL FOR SALE

MISSOURI—50-Bbl. Flour Mill for sale, operating; good business; fine location; live Ozark R. R. town. J. F. Cornman, Cuba, Mo.

OFFICE SUPPLIES

TODD PROCTOGRAPH for sale, in good condition. Will sell for \$10.00 prepaid, cash with order. F. J. Aikenhead, Room 900, 332 S. La Salle St., Chicago, Ill.

SAMPLE ENVELOPES

SAMPLE ENVELOPES—SPEAR SAFETY—for mailing samples of grain, feed and seed. Made of heavy kraft paper, strong and durable; size 4½x7 inches. Have limited supply to sell at \$2.60 per hundred or in lots of 500, \$2.30 per hundred f. o. b. Chicago. Sample mailed on request. Grain & Feed Journals, 332 S. La Salle St., Chicago, Ill.

BUSINESS OPPORTUNITIES

HATBORO, PA.—The Phila. Roll Works is for sale due to death of owner; equipped for Roll Grinding and Corrugating; Dawson Improved and Spring and Winter Corrugations; cheap for cash. Write Mrs. C. W. DeMass, Hatboro, Pa.

WHATEVER your business may be, it will find a ready market if advertised in the "Business Opportunities" columns of GRAIN & FEED JOURNALS, Chicago. 9,800 grain men look to these columns twice each month for real opportunities.

FIELD AND GRASS SEED FOR SALE

WHEN YOU want field or grass seed, write us, and we will put you in communication with nearby dealers, who have what you seek. The service is free. Information Bureau, Grain & Feed Journals, 332 S. La Salle St., Chicago, Ill.

Bargain Sale in Soiled and Shelf Worn Books

Record of Receipts.—We have a small stock of these Price Current Grain Reporter form 83 which we are selling out at bargain prices. They are good grain receiving records, size 15½x10½ ins., 150 pages, linen ledger paper, well bound, with cols. for "Date, Driver, Gross, Tare, Net, Bus., Price, Kind, Seller, Amount," in the order named. Priced at only \$2.50, as is.

Gold Bricks of Speculation, a study of speculation and its counterfeits and an expose of the methods of bucketshop and "Get-Rich-Quick" swindles. We have a few of these interesting books soiled from display, written by John Hill, Jr., of the Chicago Board of Trade, which we will send on receipt of \$1.00 each and postage to carry. Weight 4 lbs. Order "Gold Bricks of Speculation Special."

Improved Railroad Claim Blanks require little of your time for filing, and contain spaces for all the necessary information in the order which assures prompt attention on the part of the claim agent. They increase and hasten your returns by helping you to prove your claims and by helping the claim agent to justify payment. Are printed on bond paper, bound in books, each containing 100 originals and 100 duplicates, with two-page index, instructions and summary, with four sheets of carbon. The original is sent to the claim agent, and carbon copy remains in the book, as a record of your claim. Sells for \$2. Have few loosely bound and soiled, one at \$1, four at \$1.25 and two at \$1.50. Order 411-E (overcharge in freight or weight) "Special."

The Grain Shipper and the Law.—Every dealer in the United States should secure a copy of this book and refer to it in every difference with the carriers. It contains digests of the State Supreme, U. S. Circuit and Supreme Court decisions affecting every phase of the grain trade, especially the shipper's relations to the carriers, and will often save the user a great deal of litigation. Such subjects as Time for Filing Claims, Natural Shrinkage, Loss of Grain in Transit, Overcharges and Undercharges in Freight, Delivery on Forged, or Without Bs/L, Distribution of, and Failure to Furnish Cars, Delays, Grain Doors, and many others too numerous to mention, are treated in full. It is indexed and cross indexed so that anyone can readily locate any decision of interest, and no dealer can afford to try to do business without becoming fully posted as to his own privileges and the rights of others. printed on book paper, and bound in velum de available for \$1. Order by name. "Special." Book contains 176 pages, size 6x9 inches, luxe. Sells regularly for \$2. One soiled book. All prices are f. o. b. Chicago.

GRAIN & FEED JOURNALS Consolidated
332 South LaSalle St. Chicago, Ill.

MACHINES WANTED

ONE PORTABLE GRINDING Outfit with or without truck wanted; price must be right. Swanson-Anderson Co., Oakland, Neb.

Whenever there is a real opportunity of interest to the grain trade, it is usually registered in the "Wanted-For Sale" columns of the Journal.

A GOOD USED 12" CONVEYOR Belt Wanted, complete with cups, 165' in length. Must be in good condition. Victoria Farmers Elevator Company, Victoria, Ill., A. E. Saline, mgr.

WANTED—Grain Dealers who are contemplating installing new machinery to use the "Machines Wanted" columns of GRAIN & FEED JOURNALS in securing prices and estimate of machines for sale. We can save you money. More than value received.

BAGS AND BURLAP

DEPENDABLE ONCE USED Burlap and Cotton Uniformly sized bags. Suction cleaned and turned. Priced right. Complete stock at all times. J. Bleichfeld Bag & Burlap Co., 15 E. Peckham St., Buffalo, N. Y. Established over thirty years.

THE WANTED-FOR SALE DEPARTMENT of the Grain Dealers Journal is a market place where buyer and seller, employer and employee, and those offering investments can meet to their mutual advantage and profit and it will pay every subscriber to give these columns a close study twice each month, because of the constantly changing variety of opportunities seeking your consideration.

Hedging by Dealing in Grain Futures

By G. Wright Hoffman, Ph.D.

A subject of much interest to all handlers of grain; not a fragmentary discussion but a presentation of the subject in a comprehensive and scientific manner.

This book, bound in cloth, 141 pages, includes, besides an extensive bibliography, chapters on: The Development of Futures Trading and the Practice of Hedging; The Theory of Hedging; Limitations Affecting Hedging; The Extent of Hedging; Extension of the Principle of Hedging.

This is a valuable book and will be worth to you many times its cost.

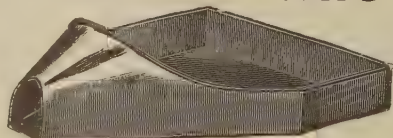
Price \$2.00 f. o. b. Chicago

Grain & Feed Journals

Consolidated

332 S. LaSalle St. Chicago, Ill.

SAMPLE PANS



Made of sheet aluminum, formed by bending, reinforced around top edge with copper wire. Strong, light, durable. The dull, non-reflecting surface of the metal will not rust or tarnish; assists users to judge of the color and to detect impurities.

Grain Size, $2\frac{1}{2} \times 12 \times 16\frac{1}{2}$ ", \$2.00 at Chicago.
Seed Size, $1\frac{1}{2} \times 9 \times 11$ ", \$1.65 at Chicago.

GRAIN & FEED JOURNALS
CONSOLIDATED
332 So. La Salle St., Chicago, Ill.

MACHINES FOR SALE

FEED MIXER, used short time; low price for cash; 69N4, Grain & Feed Journals, Chicago.

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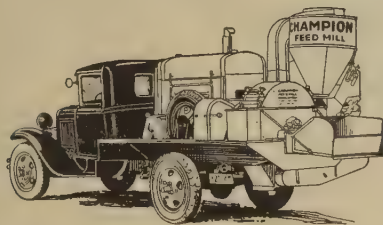
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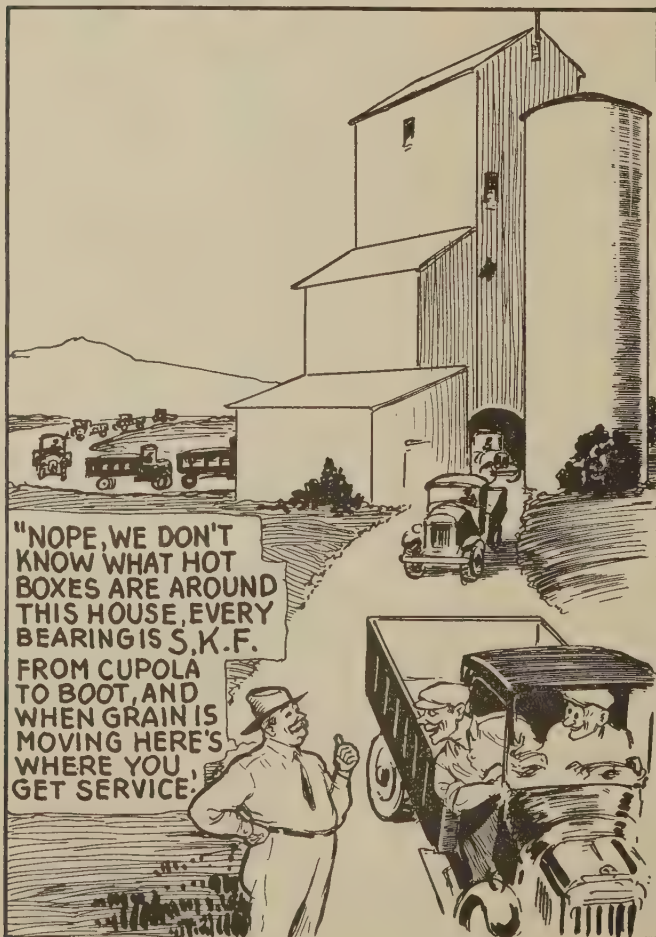
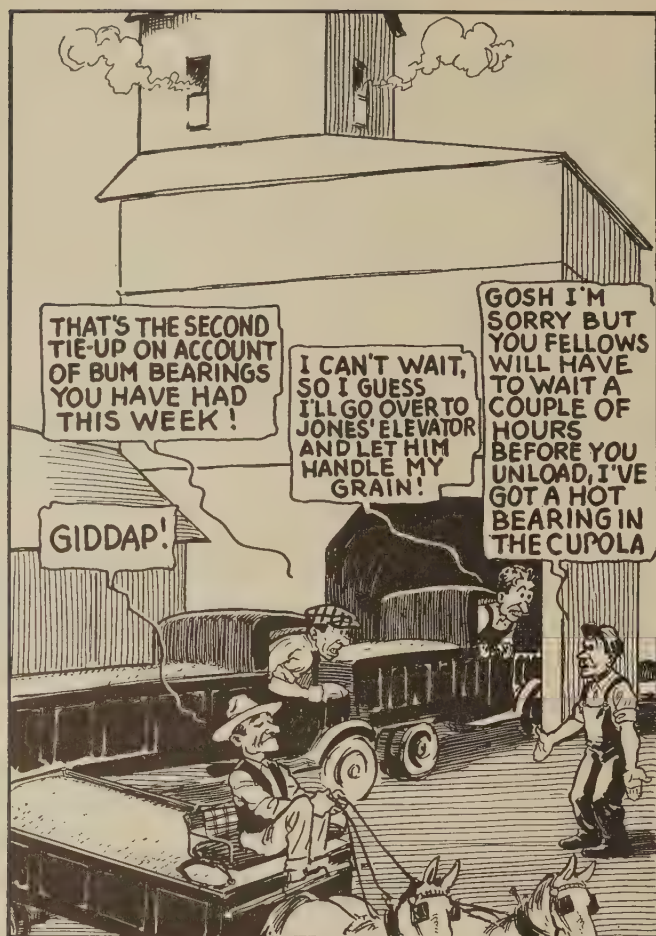
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QUERIES for grain trade information not found in the Journal are invited. The service is free.

CHICAGO, JULY 13, 1932

IF farm entomologists would develop a breed of giant grasshoppers and train them to devour political racketeers on sight, it would give untold relief to long-suffering wheat growers.

WE ERRED last number when we said traders in farm products for future delivery must pay 5 cents per one hundred dollar or fractional part thereof when buying and the same tax when selling. The tax is paid but *once*.

THE FEDERAL Trade Commission has never done anything to justify or even excuse its existence, yet Congress keeps right on establishing new boards, bureaus and commission of no real service or help to anyone. How long will the taxpayers stand for this waste and extravagance?

THE DESTITUTE who receive the second forty million bushels of government wheat and 500,000 bales of cotton will be almost as glad to receive it as the Farm Board will be to get rid of the depressing surplus.

THE ANNOUNCEMENT July 6 that the Government had only 28,000,000 bus. of wheat that it is free to sell was accompanied by a sharp upturn in the market price, indicating that the less interference with the grain market by government the better for the producer.

THE PROTEST of the feed dealers of the Pacific Northwest against manufacturers selling feed direct to consuming customers of the retailers will be seconded and earnestly supported by every dealer who has occasionally found his favorite brands being offered to his consuming trade at prices close to his cost.

HARVESTING of grain has been delayed by such an unusual downpour in the winter wheat section that grain driers should be in greater demand than for many seasons past. Shipping damp grain to markets not well equipped with large drying capacity is likely to result in discouraging discounts.

THE CAREFUL investigation of the cause of each fire occurring in an elevator and giving publicity to the results of such investigation helps others to minimize the fire hazards of their plants and thereby reduces the number of losses as well as the cost of insurance in mutual fire insurance companies.

COMMERCIAL grain stocks as reported by the U. S. Dept. of Agriculture, are showing reductions compared with a year ago, having been 168,318,000 bus. July 2, against 203,967,000 bus. a year ago. This is an encouraging change from the monotonous increases bearing the market for three years past. Congress is forcing the Farm Board's wheat out of the public show windows.

CAREFULLY grading receipts and keeping all low grade grain in a bin by itself is sure to relieve the country shipper of suspicion of plugging loads because car's contents is not thoroughly mixed. The convictions of terminal operators are that the present winter wheat crop varies so in quality, it offers an unusual opportunity to every elevator operator having up-to-date facilities for cleaning, drying and mixing.

WHEAT and cotton distributed for relief is to be paid for twice by the Federal government, according to bills that have passed the House. The government bought this wheat and paid for it and then the Farm Board borrowed on the wheat and cotton from the banks and spent the money. Now the Congress appropriates money so the government can repay the banks. Is it astonishing that our taxes must be increased?

CRUDELY drafted legislation is sometimes unfairly discriminatory. To a big merchant mill turning out 10,000 barrels a day 35 cents per barrel may seem a handsome return, but to small custom millers in Virginia the new law limiting the toll to one-eighth of the amount of wheat ground is a taking of their property without due process of law. To obtain a repeal of this unjust law 33 millers have recently joined the Piedmont Millers Ass'n, evidencing their appreciation of the need of organized effort.

COMBINE harvested grain will continue to be an increasing factor in marketing, with its attendant problems of peak movement and poorer keeping quality, as a study by Purdue University shows the combine to be more economical for the grower than the binder-thresher method by the relative cost of \$1.85 to \$3.01 per acre. The combine seems to be working its way from its natural home in the semi-arid West to the humid central states.

NO SOONER has a tax on bank checks been provided for by law than some members of Congress come to recognize that, it is decidedly poor policy to discourage the use of banks when the hysterical depositors are trying to stampee a return to the days of barter and ox carts, so a bill has been introduced in the Lower House to repeal the tax on bank checks in hope of helping to encourage people to lend their support to the maintenance of these first aids to sick commerce.

THE FARM BOARD'S agreement not to market more than five million bushels of its wheat per month having expired with June the trade of the world is nervously awaiting the Board's next step. Chairman Stone's continuous interviews only add to the confusion and keep buyers out of the market. If Congress is determined to continue persecuting our farmers with this "farm relief" racket then it should employ some man experienced in marketing grain.

SHIPPERS who have cautiously given notice to bank through which draft is drawn against shipment that proceeds of draft are to be treated as a trust fund and not mingled with the assets of the bank, will be more than pleased by the recent decision of the Court of Appeals of New York which appears on page 19 of this number. If all the courts took the same view of the rights of the drawer of the draft then there would be no need of shippers insuring the proceeds of their drafts against confiscation by bank receivers.

SO MUCH new wheat is arriving in central markets infested with weevil, country elevator operators must have neglected to give their houses a thorough cleaning before starting to receive new grain. It does not cost much to clean and fumigate a country elevator but it should be done at least once before a new crop starts to market and the operator who neglects to do this will generally pay many times the cost of such cleaning in increased dockage because inspection certificate bears notation "*Weevily*."

THE BUSINESS men of many communities will be greatly handicapped in the conduct of their business until their fellow citizens rise above their selfish motives and stop treating the bankers of their community as money warehousemen. No banker can help to promote the commercial interests of his community and at the same time keep his assets fluid so as to meet the unreasonable demands of all depositors. The people themselves thru their runs on the banks have destroyed the greatest agency for commercial prosperity in their communities.

MANY of our terminal markets are so congested with Farm Board wheat, off-grade shipments of new grain are sure to earn heavy discounts. Elevator operators cannot afford to set aside large bins for a few carloads of low grade stuff when the offerings of No. 2 and 3 are ample to give safe employment to all their available storage room. The country elevator operator who has room to hold off-grade grain or facilities to improve it will profit most by placing all shipments in prime condition before storing or loading out.

SALES BY SAMPLE can not be relied upon even tho the sample is fairly representative of the contents of the car when the bulk carload contains sufficient moisture or other inherent vice as to go sour in transit, and the sample being smaller and exposed to the air, reaches buyer in good condition. This was the case in a recent arbitration that cost the shipper \$112.80. When there is no nearby industry that will take "off" grain before deterioration has progressed very far shipper's only protection is to dry the grain or to buy at a sufficient discount to protect himself against the inevitable loss. Recent heavy rains urge caution in buying.

Repeal 5 Cent Tax on Future Trades

It is most encouraging to find a bill introduced in the Lower House of Congress by Fred S. Purnell of Indiana to repeal the new tax on sales of farm products for future delivery. This would probably leave the old tax of 1 cent per \$100 still in force. It is decidedly inconsistent for Congress to appropriate billions for the relief of agriculture, and then turn around and tax the marketing of farm products outrageously as is done in the new revenue law.

As soon as the farmers come to a realization of the fact that the tax is driving buyers out of their markets they will chase after their representatives in Congress with a long pike and prod them vigorously. Some political racketeers whose understanding of future markets is much below zero have even suggested that all such trading be prohibited. Of course, any such legislation would quickly be repealed because the farmers themselves would quickly recognize the great disadvantage of driving traders out of their markets.

Merchants generally recognize that the better the price the farmer gets for his products the more money he will have to spend for the products of others. Evidently this farm reliever has seen a new light, for in discussing his bill in the House last week, he said:

The increase of 400 per cent in the tax futures has cut the volume of business on the grain exchanges to one-half.

This tax is a menace to trading as this year's wheat crop goes to market. If we can not keep up the hedge to the limit we're going to lower the prices, our farmers are getting for their products.

The grain exchange is the only medium for trading in wheat and other grains which cannot be delivered at the time of sale and must be marketed through futures sales. The increased tax threatens to stifle that necessary vehicle for marketing farm products.

Grain dealers everywhere owe it to themselves to enlighten their farmer patrons on the effect of the 5 cent tax on sales of their products in the futures market. The repeal of the 5 cent tax in the new revenue law would help materially to stimulate trading in farm products and to advance the price of farm products.

Handling Cheap Grain Profitably

Unfortunately some country grain buyers seem to feel that grain is so cheap they cannot afford to provide improved facilities for more efficiently handling new grain. One dealer writes, "Why should anyone care much about protecting two-bit wheat from pilferage?" The shipper's interest is in the protection of his margin of profit at all times, and while his total loss from thieves breaking into cars may not amount to as much in dollars and cents as usual, still with narrow margins it is all the more important that he vigilantly safeguard his own interests at every point.

The careful classifying of his receipts, the cleaning of the grain before shipment, the thorough mixing of grain loaded so as to avoid the charge of plugging, the careful cooping of cars and the sealing of car doors is even more important now than when margins were generous and losses few.

The railroads have had so little freight to transport many bad order cars are sadly in need of repair, so it is up to the shippers to avoid loading cars not in condition to transport to destination all grain entrusted to them.

While everyone recognizes that grain dealers are disposed to handle the farmer's grain on a narrower margin than usual because of the smaller capital involved, we cannot overlook the fact that the shippers are confronted with the same hazard of ownership as always and the smaller their margin the easier will it be wiped out by a little carelessness.

Trouble from New Sidelines

Country grain buyers of the southwest sought to attract trade by installing bulk gas and oil stations and selling their new sideline at cost, thus attracting farmer's trade without overbidding their competitors for the farmer's grain. While this short-sighted practice obtained results for a time, the competing elevators soon learned what was going on and they, too, began to install bulk gas stations and then discovered how their shrewd competitors had lured the grain business from them.

The more general adoption of gasoline as a sideline to attract grain business finally aroused the oil refineries and they immediately decided that if they were to meet the cut prices of the elevators handling gas and oil as a sideline, it would be necessary for them to engage in the grain business. No sooner had they let a contract for a long line of small country elevators than the grain men awoke to the fact that they had stepped on a rattlesnake, and they commenced to back up. So it seems very likely that henceforth grain buyers operating bulk handling oil stations will insist on selling at a profit in order not to antagonize the strong oil companies who are not disposed to permit their distributing stations to be forced out of business.

If you want others to respect your business rights in your community it will always be found of advantage to respect theirs. Encroaching on the business preserves of your neighbors is sure to stimulate their interest in your profitable lines. The only fair motto is "To live and let live."

Specific Demands Will Win Relief

Reports from field men show a bitter animosity prevailing in country elevator circles against everyone now holding office. This is not likely to help in the attainment of needed reforms in laws now restricting and limiting business, nor in the abolition of boards, bureaus and commissions now interfering with business and burdening the tax payers. What is needed is a vigorous campaign of education against high taxes and useless bureaucrats.

While, no doubt, the more intelligent law-makers will respond readily to appeals of this character, it should make it easier for the voters to attain needed relief for everyone if they would forget party lines and demand pledges for speedy reform from all candidates. The average politician has not yet recognized the condition of the country, hence they have made no move to abolish the innumerable useless boards, bureaus and commissions or to repeal or amend the many unreasonable laws now restricting and discouraging business. The tax payers first duty is to enlighten all candidates as to the urgent needs of the country and insist upon having specific pledges of quick relief.

Some far sighted economists are now urging a special session of Congress to be called the middle of November. By that time the law-makers will have a clearer understanding of what the people need and be in a mood to listen attentively to the demands of citizens.

Exchangeability of Relief Wheat

Under the simple arrangement by which the Red Cross has been distributing wheat and flour directly thru its local chapters where needed a large quantity of Farm Board wheat has been disposed of with the minimum disturbance to trade and with the least opportunity for fraud. This is one semi-governmental activity that seems to have met the approval of all concerned.

Under the new law awarding the Red Cross 45,000,000 bus. of government wheat and 500,000 bales of Farm Board cotton complications are introduced that place an unfair burden on the charitable organizations interpreting the provisions for exchangeability of the wheat and cotton for other commodities.

It is inevitable that what is done in one community to meet local conditions will be cited by applicants for other foods and clothing as a precedent in neighborhoods where conditions are so different that a different procedure must be adopted in fairness to all concerned.

It is conceivable that under the clause permitting the exchange of wheat for any kind of food the recipients may trade for canned goods, sugar and meat a large quantity of grain or flour that may appear later in the competitive markets for sale at prices ruinous to legitimate dealers.

As to the exchangeability of cotton for clothing it will develop that most of the manufacturers of cloth who can utilize the Farm Board cotton do not manufacture the clothing, into which some wool, some silk and buttons must enter, so that there must be a wide range in the relative amount of raw cotton given in exchange and some manufacturers of apparel of which cotton forms but a small percentage will have a large amount of cotton to sell.

Drawer of Draft Preferred Creditor of Closed Bank

The Court of Appeals of New York, which is the court of last resort in that state, in a decision rendered Apr. 26, 1932, supports the contention of shippers that the proceeds of collection of drafts are a trust fund when the collecting bank has been instructed not to commingle them with other funds.

This decision is gratifying as reversing the ruling by the court in the Early & Daniel case, where a similar notice had been relied on in vain to protect the shipper.

The International Milling Co. drew a draft on the Liberty Baking Corporation for \$1372.50, payable to the order of the Bank of the United States and forwarded it to the payee for collection. Attached to the draft was a paster which read as follows:

"To the Collecting Bank: This draft is not to be treated as a deposit. The funds obtained through its collection are to be delivered to the International Milling Company and are not to be commingled with other funds of the collecting bank.

"International Milling Company."

The draft was received by the payee on Dec. 3, 1930, and paid by the drawee on Dec. 9. The payee deducted a collection fee and mailed to the petitioner its cashier's check for the balance. On December 11, the superintendent of banks, acting pursuant to section 57 of the Banking Law (Consol. Laws, c. 2), took possession of the Bank of United States for the purpose of liquidation. The check issued by the bank was subsequently presented for payment, and payment being refused, was duly protested.

The Court said: The contemplated delivery was never made because of the intervention of the receivership. To say that by crediting the proceeds to petitioner's account on the books of the bank and commingling the proceeds of the collection with the general funds of the bank changed the relation between the parties from that of bailor and bailee to that of creditor and debtor would be to give effect to a positive breach by the bank of its contract and to make binding upon the petitioner acts which it specifically contracted against but over which it had no control.

There is lack of uniformity in the authorities in regard to the relationship which arises between a drawer and a payee bank which has received the proceeds of a collection. Under ordinary circumstances, the view generally adopted is that, after the collection has actually been made by the bank, the relation of debtor and creditor arises. *Hecker-Jones-Jewell Milling Co. v. Cosmopolitan Trust Co.*, 242 Mass. 181, 136 N. E. 333, 24 A. L. R. 1148, and note.

The question has been before the courts of this state in *Arnot v. Bingham*, 55 Hun, 553, 9 N. Y. S. 68; *Frank v. Bingham*, 58 Hun, 580, 12 N. Y. S. 767; *People v. Merchants' Bank*, 92 Hun, 159, 36 N. Y. S. 989. In the first and last cases cited it was held that the owner of the security was entitled to recover of the receiver the proceeds to the extent that money actually came into the hands of the receiver which could be applied to the claim of the drawer or owner of the security, and in the second case cited, which arose out of the same receivership as the first case cited, a contrary rule was stated.

The bank did not acquire title to the fund in question when the draft was paid by the drawee, and could not acquire title thereto by commingling such fund with its general funds. The superintendent of banks when he took over the bank for the purpose of liquidation, acquired no greater interest in the fund than the bank possessed.

The petitioner, International Milling Co., did not accept an unconditional credit and thereby become a general creditor. The bank commingled the proceeds of collection with its general funds, without the consent of petitioner and contrary to the terms of its contract.

To hold that section 350-1 of the Negotiable Instruments Law excludes petitioner from claiming the identical fund as bailor would, in

the event the assets should prove insufficient to meet the claims of preferred creditors, amount to a confiscation of petitioner's property without due process of law.—181 N. E. Rep. 54.

A Wagon Dump Hazard

A piece of iron fell into the sink and C. G. Bailey got down to get it out when he noticed the air was leaking out of the cylinder and letting the dump fall, so he jumped to get out of the way and hit his back on the driveway floor of the elevator of the Geis-Price Grain Co.

He has been unable to do any heavy work since, his earnings being reduced from \$22.50 per week to \$2 a day.

The industrial commission found that his average daily wage had been \$4, that his earning capacity had been decreased from \$3.75 to \$2 per day and that he was entitled as damages to 66⅔ per cent of the difference, or \$6.96 per week for not to exceed 300 weeks from July 19, 1930, the injury having been sustained June 13, 1930, and this award was confirmed by the Supreme Court of Oklahoma Mar. 15, 1932.—9 *Pac. Rep.* (2d) 424.

Railroad Liable for Flooding Elevator

In 1921 the Pearson Elevator Co. built a 50,000-bu. grain elevator on the M., K. & T. R. R. in Cooper County, Missouri, on a knoll in the river bottom. The house was operated until water backed up and stood in the pit and damaged the wheat in the bins.

The railroad was built in 1884 and at that time the railroad company did not comply with the law requiring it to dig ditches, so that when a drainage district was formed in 1928 the railroad company laid tile under its right of way conducting the water into the bottom where the elevator stood, and where the water had to stand until it dried up.

The elevator company brought suit for damages for loss of use of the elevator and recovered \$900, which judgment was affirmed Feb. 1, 1932, by the Kansas City Court of Appeals.—46 *S.W.* (2d) 247.

Spying Under Futures Act for Higher Court

Judge Wilkerson in a decision given out July 8 dismissed for want of equity the suit by the Bartlett-Frazier Co. and other grain commission merchants of Chicago for an injunction to restrain the U. S. Dept. of Agriculture, the grain futures supervisor and the Board of Trade officials from inspecting brokers' books to ascertain the business transactions of individuals trading in grain for future delivery.

The contention was that the inspection of the books would result in disclosure of information which should legitimately be confidential between the broker and his customer.

Judge Wilkerson's decree upheld the Grain Futures Act as a whole and failed to find cause whereby the privilege of examining exchange members' books should be denied so long as the law is valid.

Until the Supreme Court has passed upon the validity of various sections of the Grain Futures Act, the lower district courts must consider the law valid, and Judge Wilkerson's ruling was expected.

Legislation at Washington

H. R. 12730, by Kleberg, would provide temporary aid to agriculture.

H. R. 12733, to secure the cost of agricultural production to producers was reported to the House June 21.

H. R. 12733, by Norton, would attempt to secure cost of production to producers of agricultural commodities.

H. R. 12789, by Shallenberger would abolish the Farm Board, the Tariff Commission and the U. S. Shipping Board.

Appropriation for grasshopper bait was defeated for the 5th time July 5 in the House. Rep. Britten said the House might as well throw \$600,000 into the waste basket.

S. 4883, directs the Farm Board to assume certain losses of co-operative marketing associations and would prevent further sales of government wheat and cotton in 1932.

H. Res. 278, by Celler, provides for the appointment of a committee of 5 to investigate the deliberations, operations and decisions of the Interstate Commerce Commission since 1920.

H. R. 12730, by Rainey, is a companion bill to S. 4940 and has been favorably reported to the House, and would pay farmers 42 cents per bushel on the domestic production of wheat, etc.

Rep. Sparks has received petitions signed by 8,000 farmers in the 6th Kansas district asking that the Farm Board be abolished and has presented them to the Agricultural Committee of the House.

S. 4034, by Sheppard, for safeguarding the proceeds of drafts, has been passed by the Senate. The House has not acted on it. The wording was changed by the Senate from preferred creditor to "preferred claimant."

The Senate June 25 voted to limit to \$600,000 the payroll and office expenses of the Farm Board in the next fiscal year; and on June 27 voted against reconsideration. The figure reported on June 29 was \$800,000. The current appropriation was \$1,900,000.

S. 4940 was favorably reported by the Senate committee on Agriculture July 1. Grain buyers would be assessed 42 cents a bu. on wheat bought to accumulate a fund to honor adjustment certificates issued by the Sec'y of Agriculture to farmers on their proportionate production of wheat calculated on the export surplus.

H. J. Res. 418, authorizing distribution of government wheat and cotton to the Red Cross which passed the House June 16, passed the Senate June 24. It has gone to the President for approval. The wheat may be exchanged for any kind of food, with preference given to food of which wheat is the principal ingredient. It may also be traded or used for feed for live stock after human needs have been taken care of. The cotton may be processed into clothing or exchanged for cotton garments.

Elevator proprietors, managers and officials increased in number from 8,858 in 1920 to 9,505 in 1930, according to the census. Laborers in grain elevators decreased from 11,312 to 9,212. The census takers must have been blind.

Mobile, Ala.—According to A. M. Daniels, owner of the Daniels Milling Co., of this city, much ill-health comes from eating food that has become devitalized thru too much refining, with the result that our bodies, being undernourished, quickly break down under the strain of modern life. Mr. Daniels has made an intensive study of nutrition and asserts that the whole grain foods hold the secret of good health. A typical Daniels product, smartly turned out in the Daniels blue package and bearing the famous Daniels blue line trade mark, is Daniels yellow cornmeal.—G. H. W.

Asked—Answered

[Readers who fail to find trade information here. The experience of your brother dealers is desired should send query for free publication worth consulting. Replies to queries are solicited.]

Mills Grinding Red Cross Wheat?

Grain & Feed Journals: What are the mills grinding Red Cross wheat in Indiana, Illinois, Missouri, Kansas, Oklahoma, Tennessee and Kentucky?—Cecil Brokerage Co., Birmingham, Ala.

Ans.: Every mill in the states mentioned has been allotted some of this wheat for grinding, with the exception of those that are out of line geographically, which are few in number. About 661 mills are grinding this Farm Board wheat.

No Charge for Bulkhead Made of Filled Sacks?

Grain & Feed Journals: We have recently had some controversy regarding an extra \$5.00 charge for bulkhead on a car of corn and oats in which the grain was separated with sacked grain.

It has been our understanding that where two kinds of grain were shipped and separated in the car with sacked grain the railroad Co. have no authority for a \$5.00 bulkhead charge.

Will you kindly advise regarding this matter and the tariff authority covering same?—S. C. Bartlett Co., R. L. Coomber, Freeport, Ill.

Ans.: When a shipper has nailed, cleated, boarded or otherwise damaged the car or made trouble, loss of time and labor by installing a bulkhead made of wood he is required to pay the \$5 charge, according to the tariffs.

When a shipper uses only a barricade across the width of the car made by piling up filled sacks and there is no nailing or fixed obstruction to be removed no charge is assessable. A refund may be obtained by making claim, if no nails, lumber or other material was fastened to the floor or sides. The Pennsylvania and some other railroads have been refunding the charge when sacks only were used in bulkheading.

Liability on Seed Warranty?

Grain & Feed Journals: Last spring we sold some barley to a farmer. He asked us the variety and we told him we had purchased it for velvet barley. Nothing more was said regarding the variety. It now turns out that the barley is Odessa barley, which, as you no doubt know, is superior, especially from a yield standpoint.

The purchaser is now asking for damages on the grounds that he did not receive the kind of barley that he claimed he bought. What is our liability in the matter, if any?—Gardner Bros. Feed Store, Sioux Falls, S. D.

Ans.: The buyer of the seed must start suit on express warranty or on implied warranty. If he proves express warranty but had sued on implied warranty he can not recover. Neither can he recover if he sues on express warranty and proves implied warranty.

The retailer can pass the buck to the wholesaler if the latter represented the seed to be velvet barley as stated. This was so in the case of W. A. Kotthoff, operating a feed and seed store at Jefferson, Ore., against whom judgment was rendered to J. E. Parrish for furnishing common rye seed instead of Rosen rye. After the suit Kotthoff brought suit against the Portland Seed Co., the wholesaler who had furnished him common rye on his order for Rosen. The first suit was reported in 274 Pac. 1108 and the second in 300 Pac. 1029, both by the Supreme Court of Oregon.

The wholesaler's liability to the farmer was also established in *Graham v. John R. Watts & Son*, Court of Appeals of Kentucky, 36 S.W. (2d) 859, where the court said "False representations on label as to kind of seed purchased from retailer renders wholesaler liable to purchaser for damages proximately resulting."

In view of the wholesaler's liability he ought to be willing to provide legal talent for the defense of the suit or to negotiate a settlement with the farmer, holding the retailer harmless.

Source of Bran and Shorts?

Grain & Feed Journals: We are looking for some place from where we can get bran and shorts in mixed or straight carloads with a favorable freight rate into Phoenix. Local firms in this territory have good retail outlets taking all of their supplies, in fact they ship in straight cars of bran and shorts themselves.

A recent issue of the *GRAIN & FEED JOURNALS* quoted Kansas City July bran at \$7.85 which should be deliverable here for at least half the local wholesale price at Phoenix mills.—Frank Duff, Duff Lumber Co., Phoenix, Ariz.

New Moisture Tester Approved?

Grain & Feed Journals: Would like to know whether the new and improved Tagg-Heppenstall Moisture Tester, which makes a test in less than a minute, has been approved for use by country grain elevator operators.—Kenneth B. Pierce, James E. Bennett & Co., Chicago.

Ans.: While no official bulletin has been issued by the federal department approving the use of this new electric moisture tester yet it is understood that this machine has been installed in some of the Federal Grain Supervision offices and that it is working out satisfactorily. The machine has been satisfactorily tested for wheat, corn, oats and barley, but will probably not be officially endorsed until it has proven out on the other grains.

It should be a great time and money saver for the country elevators this year, particularly considering the heavy moisture in the grain.

Tenant's Guaranty Against Liens?

Grain & Feed Journals: We are using the stamp (shown below) on all of our grain checks and have been for the past month. The Bank has asked us if there has ever been a decision rendered in any court covering this particular endorsement and especially where the grain was covered by a chattel mortgage.

I hereby represent to the maker of this Check, that I am the sole owner of the Grain or Product in Payment for which this Check is issued, and that there is no mortgage, landlord's or other lien on such grain or product.

(Payee must sign here)

The writer is using this stamp simply as an additional protection and not passing over any information that we can secure as to the correct ownership of the grain. I take it that where a party sells me grain and I have been acquainted with the customer for some time and know that he is a land owner but sells me grain from some rented land, along with his own grain, that the court would protect me, provided that the landlord had not notified me of any lien that might exist.—Princeton Elevator & Coal Co., B. McInturf, Princeton, Ill.

Ans.: There are no decisions covering this endorsement.

The endorsement gives the grain buyer recourse against seller only and no protection against other legal claims. Buyers recourse against seller is a criminal prosecution for obtaining money under false pretenses. If seller is judgment proof, having nothing, buyer could recover nothing.

It is not absolutely necessary in Illinois, for landlord to notify buyer. Anything that would put buyer on inquiry as to grain being off a rented farm would be sufficient to make him liable.

Another desirable form follows:

In accepting and endorsing this check I warrant to the drawer thereof that I am the sole owner of the grain or product for which check is issued, that I have clear title to the grain or product delivered, and that it is free of any mortgage, landlord or other liens.

Who Is Responsible for Single Employee?

Grain & Feed Journals: We understand that a company must employ three or more men to be held responsible for accidents to employees in the elevator, under Kansas law. Is this so, or is a company with one or two employees responsible?—J. J. Kaufman, The Farmers Elevator Ass'n, Moundridge, Kan.

Ans.: Kansas Revised Statutes of 1923 provide in Sec. 44-505 that "factories" are included; 44-508 classes a "grain elevator" as a "factory"; 44-507 limits the act compulsorily to employers of five or more workmen, the employers of fewer than 5 may come voluntarily under the act.

In *Stover v. Davis* the Supreme Court of Kansas, 110 Kan. 808, reversed the decision of the district court, the final decision being in favor of an oil well driller because he had only 4 men employed.

The Kansas Workmen's Compensation Act does not relieve employers of fewer than 5 of liability. An employee can recover damages if the injury was due to some neglect of the employer regardless of the number of persons employed.

Gray-Blue Powder for Rat Extermination?

Grain & Feed Journals: There is a gray or blue powder that one shoots out of a gun that is very effective for killing rats and mice. Can you put me in touch with the manufacturers of this product?—E. E. Fridley, Manager, Great West Mill & Elevator Co., Hereford, Texas.

Ans.: "Burofume" is a brownish-white powder which, when pumped out of an air gun, gives off a poisonous gray gas. It is splendid for applying to rat holes outside of and away from buildings. Because of the poisonous gases given off it is very dangerous to use within buildings. It is the product of The Calcyanide Co., and is distributed in the Mississippi Valley by the Smithereen Co.

It is our opinion that as satisfactory if not better results may be obtained with the use of any one of the several approved Red Squill rat exterminators now available to grain and feed men for use and resale, without the severe attendant hazard. With the use of the above-mentioned gas the rats and mice coming up out of the gas-saturated hole for air usually die at the mouth of the hole, whereas with the use of Red Squill compounds the rodents run far away from the premises in search of water, seclusion and fresh air.

Why the Spread Between Chicago and Indianapolis Mill-Feed Quotations?

Grain & Feed Journals: We note some difference in Millfeeds between the Chicago and the Indianapolis quotations. Will you please advise the reason for this spread and give us names of a few dealers in Millfeeds?—J. D. Higbee, Receiver, Jay Grain Co., Elwood, Ind.

Ans.: As to why the Indianapolis millfeed market frequently is relatively on a higher or lower basis than Chicago, W. F. Becker of the Cereal By-Products Co. advises that "the periods of demand for millfeeds from the consumer has been to extremes during the past year and a half to two years. Either there is a good demand or there isn't any demand, which has kept us out of the normal way of marketing as usually exists during normal periods of trade."

"The Indianapolis market is east of Chicago and naturally should be on a little higher basis than the Chicago price, but under present conditions this hasn't always been true. If Indianapolis had feed to sell during the time when it was difficult to do so, they have been obliged to discount their price sufficiently to attract the buying trade, whereas at the same time the Chicago market and points west were buying feed sufficiently to hold prices."

"We have known times recently when the Indianapolis market compared to Chicago were asking a premium of 30c to 70c a ton, whereas the next day they might be discounting the Chicago market 20c to 30c a ton in order to do business. This happened twice during the fourth week of June. What is true of the Indianapolis market is also true of the Toledo market."

"If the demand in the territory east of Chicago is slow at the same time flour mills east of Chicago are anxious sellers, one situation takes care of the other in the price. Millfeeds originating west of Chicago always have a geographically wider market than millfeeds originating east of Chicago."

Has Court Decision Upheld Stamping Back of Check?

Grain & Feed Journals: We seem to recall a court decision appearing in the Journals on the practice of stamping the backs of checks given in payment for grain, to protect the elevator from having to pay for grain on which there is a lien, or, that is mortgaged, a second time. The decision, it seems, put the court's approval on the practice and protected the elevator. Can you tell us what it was and how it affects thresher's liens, landlord's liens, and mortgages?—Geo. D. McClelland, Mayetta, Kan.

Ans.: No decisions have been given on this particular form of endorsement; but anyone is bound by a warranty signed by himself, especially when a consideration is involved such as the payment of a sum of money indicated on the face of the check.

Threshers, landlords and mortgagees are not deprived of their liens by such endorsement of the check; and they retain the same legal rights as if payment were made without the stamp on the back of the check. The endorsement under the stamp is a matter between the grain buyer and the seller only.

Signature Elsewhere Than on Dotted Line?

Grain & Feed Journals: We are using the following endorsement clause on our checks, "I hereby represent to the maker of this check that I am the sole owner of the grain or product in payment for which this check is issued, and that there is no mortgage, landlord's or other lien upon such grain or product."

Payee must sign here.

The way this clause is drawn up the payee must sign on the line in order to make the same effective, and we are wondering whether, by endorsing just under the line, or at the other end of the check, the payee could be held in any way, should he have sold mortgaged grain or grain with a lien on it at the time of selling the same.

We have been giving the matter some thought and would like to know what your opinion would be on a clause placed on the back of checks something like the following,

NOTICE TO PAYEE

Upon endorsement of this check, I, the payee of said check, do hereby represent to the maker of same, that I am the sole owner of the grain or product in payment for which this check is issued, and that there is no mortgage, landlord's or other lien upon such grain or product.

This would not necessitate the payee to sign on the dotted line, and therefore not be quite so conspicuous to the payee as the dotted line and the words, "Payee must sign here," as used in the present form we are using. We are wondering, however, if it would be as binding on the payee in case of misrepresentation, or trouble over settlement of any claim on grain improperly sold to us.—Davis Bros. & Potter, Chas. P. Kennell, Camp Grove, Ill.

Ans.: Either Form is O. K. but please bear in mind that the endorsement does not prevent the payee from getting the money. However, in endorsing it when grain delivered is not his grain or the grain is covered by a lien of any kind, he is guilty of obtaining money through misrepresentation and fraud and his endorsement alone would convict him of this crime if the statement on the back of the check is not true.

However, we would recommend the adoption of the following form for stamping on the back of your checks:

In accepting and endorsing this check I warrant to the drawer thereof that I am the sole owner of the grain or product for which check is issued, that I have clear title to the grain or product delivered, and that it is free of any mortgage, landlord or other liens.

"I am strongly opposed to Farmers' National owning and operating country storage facilities as provided under the present agreement, and for that reason do not feel I am the right man for the national director," said F. J. Wilmer recently at a meeting of the North Pacific Grain Growers, in announcing that he would not be a candidate for reelection as a member of the Farmers National Grain Corporation.

Letters from the Trade

[The grain dealers' forum for the discussion of grain trade problems, practices and needed reforms or improvements. When you have anything to say of interest to members of the grain trade, send it to the Journals for publication.]

Freight Rates Too High

Grain & Feed Journals: The freight rates now charged are entirely out of line with all other economic schedules and entirely too high as compared to the prices realized by the producer of grain, livestock and other farm products. This matter has become of such grave importance as to demand the attention of the Grain dealers, millers and elevator operators, who are now engaged in waging a vigorous campaign to compel the railroads to reduce their rates to where the farmer can afford to market his produce at rates that will show him a reasonable margin of profit and not consume 50% to 100% of the value of the commodities.

All of the railroads in Texas are advertising exceedingly low excursion passenger rates to various parts of the state, as well as to points outside of the state, in many cases offering round trip rates for about one-fourth of the one way fare as in the past few days there were excursion rates offered to El Paso of \$10 round trip, New Orleans \$10 round trip, Galveston \$4 round trip, Laredo \$5 round trip, and equally low rates were offered to California, as well as Northern points and the grain dealers take the position that if the railroads can afford to operate passenger trains on these low excursion rates, which it is obvious secures them a much larger percentage of fares, why could they not afford to have excursion rates on farm products that would permit the farmer to ship his products by rail rather than trucks.

At this time wheat is selling here at around 52c to 53c per bushel delivered Texas common points, which take a freight rate of 33c a hundred or 19.8c per bushel; thus showing a value of 32c to 33c f.o.b. the cars at loading stations and it is preposterous for the railroads to charge 75% of the value of any commodity to transport it.

The comparison is even more intolerable when made on oats, as at this time No. 2 oats are selling at 8c to 10c per bushel f.o.b. the cars; whereas the freight rate charged by the railroads is 29½c a hundred or 9½c a bushel; hence it can be seen the railroads are charging the farmer more to haul the oats than the farmer gets for the oats.

In 1915 wheat was selling at around \$1.00 to \$1.15 a bushel and the freight rate at that time was 15c a hundred or 9c a bushel and in 1915 oats were selling around 42c a bushel and taking a freight rate of 12½c a hundred. At that time the railroads had very few box cars of greater than 60 capacity and none above 80 capacity; while, at this time they have very few cars under 80 capacity and many cars of 100 capacity and in 1915 they were hauling trains of 40 to 50 cars; whereas now they are hauling trains of 90 to 110 cars, with one engine and one train crew. It is true the labor scale is some higher now as compared to 1915 but certainly does not in any measure justify the present difference in freight rates.

Present high and unjust freight rates are responsible for the vast amount of merchandise, grain and farm products that is now being hauled over our highways by trucks and this business has increased by tremendous leaps and bounds the past two years until it is apparent that fully 50% of the farm products are being marketed by trucks and being transported from one end of Texas to the other and in some cases as far as Kansas and Alabama. Thus, it is seen that if the rail-

roads do not reduce their rates to where they can compete with the trucks, they will continue to lose this business and their appreciation of this fact is evidenced by the railroads carrying large advertisements in all the Texas newspapers the past few weeks, begging the shippers to give them business in place of letting the trucks haul the stuff. This condition affects the grain dealer's business, as irresponsible and unreliable men, without any financial responsibility can beg or borrow a few dollars and make the cash payment on a worn truck and engage in transporting grain and other farm products from one end of the state to the other, which not only deprive the railroads of their rightful and legitimate haul, but also congests our highways with these trucks, which, in most instances pay little if any tax and endangers the life of our people.—G. E. Blewett, sec'y-treas. Texas Grain Dealers Ass'n, Fort Worth, Tex.

Supply and Demand Governs the Price

Grain & Feed Journals: It looks like we ought to have a tag day for the homeless bulls before long, as nearly all options have made new lows and are still headed for the bumps. This is due to nice rains over the grain belt, more political announcements, indifferent demand and a general bearish sentiment, which was brought on by the political advisers, organizers, farm relievers (for their own benefit), the results which were just the opposite from what they had predicted.

You just can not get away from the fact that Supply and Demand always have governed, are now governing and always will govern prices of all commodities, regardless of legislation, agitation, organization, co-operation or any other kind of regulation; and every time this is tried the public pays the bill.—Geo. A. Klingenberg, Aullville, Mo.

Power bills everywhere will be increased after June 20 by the 3% federal tax to support the bureaucrats. First class postage will be increased to 3 cents per ounce July 1st.

Warns Against Storing Wet Wheat; New Crop Arriving Weevilly

It is unsafe to store the new wheat coming to market that contains excessive moisture or green weed seeds (as most of it does) for even brief periods of time, states a warning issued by the U. S. D. A.

Moisture, weeds, and weevil are, and promise to continue being a bugaboo in handling this new crop, and the department emphasizes the thought that this new wheat is apt to become "unfit for human consumption" if the attending dangers are not eliminated by cleaning, fumigating, and cooling. The notation "Unfit for human consumption" this year is very apt to draw a bigger discount than ever before, considering the quantity and quality of the available stocks now in store.

New wheat is coming in weevilly according to reports from most markets. It is believed that much of this infestation comes from running the new crop through bins formerly containing weevilly wheat, but whatever the source of the menace it can be quickly and effectively eliminated with fumigants approved by the fire underwriters.

Port of Albany Opens 13,000,000 Bu. Grain Elevator

By LAUREL DUVAL, New York, N. Y.

The Port of Albany, our newest seaport recently dedicated to the commerce of the world, now provides the grain trade with unexcelled storage, handling and, shipping facilities with the completion this month of the largest grain elevator ever constructed at one time.

Before the contractors had given the finishing touches to this mammoth plant, four canal cargoes were received and tied to the dock in front of the battery of pneumatic discharging spouts ready for the opening of the plant July 5th.

The honor of having the first grain discharged into the elevator fell to Capt. F. Fessler of the Boat "M. J. O'DONNELL," loaded with 25,000 bus. of wheat. The other boats of the fleet unloaded were: N. T. FLEMING, 21,887 bus. wheat, Capt. F. Daw; N. A. O'DONNELL, 42,100 bus. oats, Capt. F. Nuss; HENRY JOHN, 46,000 bus. oats, Capt. W. Dorr.

The first shipments of grain are destined for New England states flour mills. The first deliveries overseas to European countries will begin within a few weeks and a heavy movement is anticipated during September.

The Albany grain elevator is an ultra-modern structure of 13,000,000 bus. capacity, covering an area of 253,000 square feet of an eight-acre elevator site. The large circular bins are about 100 feet high with an inside diameter of approximately 30 feet.

The equipment is of the latest type, designed for rapid and economical handling of all grain, and includes automatic car dumper as well as eight pneumatic vessel unloaders individually equipped with suction blower and receiving tank. Deliveries to vessels, by means of conveyor belts each built to carry 50,000 bushels of grain per hour, insures exceptionally rapid loading of ocean steamers.

The Port of Albany grain elevator has the fastest equipment of any unit in the world. Experts state that the Albany elevator is in fact unequalled in the world for both unit size and speed. It will be able to unload grain from barges at the rate of 50,000 bus. an hour and to load into ocean ships at the rate of 150,000 bus. an hour. It can handle more grain than is hauled down the barge canal. It is estimated that this elevator could handle all the grain that could be passed through the barge canal. This is a two-way elevator usable for both export and import of grains and kindred commodities. Thus the huge plant can be kept in constant operation.

The importance of Albany as a major grain port in the world's trade is believed to be assured. The Port is strategically located at the eastern terminus of the New York State Barge Canal System, which is the shortest water route from the Great Lakes to tidewater Atlantic, besides bringing the same advantage to a large consuming territory of which Albany is the natural gateway.

The elevator forms a part of the splendid equipment of the great Port development which is being successfully carried out by the Albany Port District Commission of which the Hon. Peter G. Ten Eyck is Chairman. This commission, created by special enactment of the New York State Legislature, is the governing body of the Albany Port District in the operation of all port equipment and facilities.

The Port of Albany, as established by the United States Government, extends 21 miles along each bank of the Hudson River, referred to as the Albany side and Rensselaer side. More than 200 acres on the Albany side and over 100 acres on the Rensselaer side comprise the acreage for the Port's works. The harbor

is free from obstruction, the entire area has a depth in excess of 30 feet with a width across the river between docks of 740 feet. An adequate turning basin is provided, in addition, to accommodate the largest ships.

With the completion, in 1931, of the Federal project of deepening and improving the Hudson River, the Port now has an all-year channel to the sea, the controlling depth of which is 27 feet at mean low water, the minimum bottom width is 300 feet in earth sections and 400 feet in rock sections, a safe, easy water route for ocean-going ships of deep draft and heavy tonnage.

The Port Commission demonstrated its unsurpassed efficiency in evolving, adopting and carrying out a comprehensive plan co-ordinated with the Government project, whereby the first ocean steamers passing up the newly deepened arm of the sea found a port fully equipped to receive and load their cargoes.

Docks and wharves have been provided, transit sheds and warehouses of concrete and steel have been erected and on the Rensselaer side a lumber terminal was created with facilities for handling 100,000,000 feet of lumber per year.

A Port terminal railroad with 25 miles of tracks, and equipped with its own gas-electric locomotives, connects with the six trunk line railroads serving the Port. The total capacity of the rail yards in the Port area is greater than 20,000 cars daily, while the interchange is said to equal 1,000,000 cars annually. Broad concrete-surfaced roads have been built, so that motor trucks can reach shipside and warehouse door.

The New York State Barge Canal System and the Great Lakes form a continuous water thoroughfare extending 1,500 miles westward. One branch of this system reaches Lake Erie at Buffalo, 363 miles distant. Another canal taps Lake Ontario at Oswego, only 195 miles from Albany. Connections are maintained with St. Lawrence River ports via the Champlain Division of the same system.

Heretofore, large quantities of grain have been diverted from this waterway because of the lack of grain elevator facilities to receive the grain at tidewater. Now, with the opening of the Albany grain elevator at the deep water head of the Hudson River, the middle west shipper and producer in the great grain areas contiguous to the Great Lakes will find the Albany route of vital importance.

The New England consumers of grain will be greatly benefited by reason of having adequate supplies of feed grain always available within a few hours haul of their warehouses.

By water, Albany is nearer to Buffalo and Oswego than Montreal and, by further comparison, it is much nearer the Atlantic Ocean than the St. Lawrence ports. Of further importance is the fact that whereas the St. Lawrence route is open only about seven months of the year, Albany will be open to the sea the year round.

The New York State Barge Canal is not a one-way route, as is evidenced by the fact that in 1931 the west-bound tonnage was about 1,942,000 tons, against approximately 1,780,000 tons carried east-bound. This practical balance of tonnage in both directions is a certain indication of its economic usefulness to both the West and East. It is apparent that with the adequate grain handling facilities now in operation in the Port of Albany, giving the grain trade much needed facilities, the value of the canal will be enhanced. This important waterway which has had an annual average increase in tonnage, since 1918, of about 17 per cent will

demonstrate greater usefulness, not only to the large territory which it serves, but also to the whole nation.

The North Atlantic Shipping Conference has included the Port of Albany in the North Atlantic range ports, thereby placing it on a par with other Atlantic ports in the matter of ocean rates to and from Europe. This action is of great importance, as it permits cheaper transportation from and to the west by reason of the lessened distance from shipside to interior points, both by rail and water.

Albany's location, only 143 miles from New York, at the mouth of the Hudson River where an immense ship tonnage is always available, gives assurance of adequate ocean transportation for Albany. Furthermore, the probability of completing cargoes at New York places the Port of Albany in an unique position among the world's grain ports.

Rail tariffs, advantageous to the Port of Albany, have been promulgated by the railroads. "At and East" grain rates are on a parity with the lowest enjoyed by any Atlantic port. Shippers will find every facility for the prompt clearance of ships and an active Traffic Department is ready to aid in making advantageous routing of merchandise at the proper rates.

The Port of Albany has been a beehive of industry during the early part of July. Six ocean-going ships were docked at one time during the Independence Day holiday and stevedores worked Sunday and nights under flood lights loading and unloading the ships with their varied cargoes. There have been several cargoes of wood pulp and pulp wood from Norway, Sweden and Russia.

A new type of cargo was the shipment of 250 Auburn automobiles abroad the "SEA THRUSH" of the Sheppard Freight Line during the week of July 4th. This was the first time automobiles had been shipped through the Port. The cars were manufactured in Kokomo, Indiana, and carried down the Great Lakes on a freighter of the Nicholson Universal Steamship Co. to Oswego and there put aboard motor truck trailers and hauled to the Port of Albany for trans-shipment to Los Angeles, San Francisco and other Pacific Coast points, where they will be driven under their own power to the purchasers. The Port of Albany is carrying on a varied commerce. There are three lines with regular sailings to and from the Pacific Coast—the Quaker Line, the Sheppard Line and the McCormick Line.

The Molasses Product Co. has established a large plant handling molasses for cattle feeding and bringing its molasses to the Port from as far away as Java and Hawaii. Nine of the largest oil companies in the country have established storage and distribution plants with large capacity in the Port area.

The Port of Albany has a most remarkable business location, as it is the center of a circle 250 miles in diameter which includes one-third of the entire population of the country, the richest producing, consuming and purchasing population in the world, a population equal in number to the entire Republic of France.

That the Port Commission had a clear vision in its planning of the huge grain elevator is evidenced by the fact that 10,000,000 bus. of this space has been leased to the Cargill Grain Co., the large and favorably known grain operator, who have appointed Mr. Marcus Marshall as its Albany Manager. The Port Commission has reserved 3,000,000 bus., which will be operated as public storage.

The Port of Albany grain inspection and weighing services will be identical with those performed in the Port of New York by the New York Produce Exchange. All grain will be officially weighed and inspected when received and delivered at the elevator. Certificates of inspection, required under the United States Grain Standards Act, will be issued by experienced and competent inspectors, licensed by the Secretary of Agriculture and under the jurisdiction of Federal Grain Supervision, the same as at New York and other United States ports.

See illustration on outside front cover.

Buckeyes Hold Fifty-Third Annual Convention

Once again the members of the country's oldest grain handling organization met in convention to discuss their common problems, and once again the several hundred delegates returned to their plants with a broader outlook, a friendlier attitude, and a richer atmosphere. The gatherings of the Buckeye grainmen resemble a happy family reunion rather than a meeting of competitors.

The fifty-third annual convention of the Ohio Grain, Mill & Feed Dealers Ass'n was held at the Argonne Hotel, Lima, on June 28-29, with a splendid turnout.

PRES. O. P. HALL, Greenville, called the first business session to order in the large convention room of the hotel. Rev. Father Brissell invoked the divine blessing.

JUDGE FRED BECKER, City Manager of Lima, welcomed the convention to the city and praised the purposes of the gathering.

FRED E. WATKINS, Cleveland, director and past president of the "National," responded, pleading for courage. "Heroes," he said, "are braver only 10 minutes longer than the other fellows, and I'm sure the grain handling industry is going to make a lasting good name for itself in this time of stress."

"The functioning of the Farm Board has demonstrated the worth of the 'regular' grain trade," he pointed out in quoting authorities on the irreparable damage done by this governmental agency in permanently losing foreign wheat and cotton markets for American producers.

He rapped governmental interference in private business, and federal, state and municipal waste, giving figures to bear out his charges of inefficiency. "If this increase in taxes continues as it has since the Civil War then they will become completely confiscatory."

He concluded with a plea for faith in our industry and in our country.

SEC'Y W. W. CUMMINGS, Toledo, read a proposed telegram to the Democratic convention requesting adoption of a plank calling for the repeal of the Marketing Act, dissolution of the Farm Board and liquidation of its affairs. The telegram was ordered sent.

PRES. HALL read the following address:

President's Address

In reviewing the events of the past year in the grain, mill and feed trade, one cannot help but be impressed with the moral courage of everyone engaged in the business. In addition to the economic condition of communities, states and nations which has contributed to the burden of every business man, there is a greater intrusion of the Government in the grain trade than in any other line of endeavor, with the possible exception of the railroads.

Two recommendations: First it is my opinion there should be a revamping of grain rates to Eastern Basing Points from Ohio and Eastern Indiana stations. There is no logical reason for breaking rates $2\frac{1}{2}$ c to 3c per hundred between stations only a few miles apart. The rate structure could be based on $\frac{1}{2}$ c breaks, beginning with a line North and South thru the central part of the State and increasing it as you move West to Indianapolis. Some of us remember in years past when there never was a difference of more than $\frac{1}{2}$ c. This would, of course, result in a slight advance for some stations and a reduction at other stations, but it would eliminate the evils that exist, when one elevator within six miles of another has $1\frac{1}{2}$ c per bushel freight difference on shipping wheat.

Second: a reduction in demurrage charges. It is not equitable to maintain the scale of car services that are in effect. No scarcity of cars exists; if at one time there was a reason for such exorbitant charges, it no longer exists. A straight charge of \$1.00 per day would be ample. This is a matter of national concern.

Ohio produced a large wheat crop last season, a great percent of which was fed on the farms.

Our oats crop was only a fair one, but our corn crop was the best in many years. This wonderful corn crop has been handled by the country elevators at cost, if not a loss, altho they were entitled to a fair profit.

The country elevator comes in contact with the farmer as perhaps no other line of business and the service performed ranges from furnishing seed, feed, fuel and financing, to buying the farmers' crops. In passing I might say the country grain elevator operator is the farmer's best friend.

The Farm Board: For three years the trade has endured a Governmental agency, which has not only disrupted the grain trade but has been disastrous to the farmer; even the man on the street recognizes the futility of it. The farmer, likewise, is no longer in favor of it, and yet because the grain trade opposed it, some so-called statesmen of the country turned a deaf ear to all protests.

Most of us have a pet cure for the economic situation, as well as a reason for the disaster which has come upon us. To my notion there is nothing which so clearly pictures the real cause of the difficulty as a quotation from a recent address of Dr. Nicholas Murray Butler, president of Columbia University:

"Put bluntly, the specific primary cause of the plight in which our farmers, our manufacturers, our merchants, our railways, and our bankers find themselves is the attempt not only to pay war reparations and so-called intergovernmental war debts, but to pay these across frontiers that are guarded by high and thick tariff walls, which do not permit international payments to be made in goods."

As a result today there are more men out of work than there were under arms in the Great War and the direct financial losses which have been incurred since 1918 have already exceeded the direct financial losses of the war.

Some economists advance the idea we are simply passing through one more natural period of panic and depression, from which we shall recover, as we have recovered in the past. This in my opinion is not the case. There is no assurance of any automatic check until there is a complete paralysis of business activities, unless we remove the cause of the present depression. Legislative enactments are merely temporary and might be termed a local emergency. It would seem to me a most constructive suggestion was made by our Government last week in which it was said that a reduction or cancellation of the so-called war debts depends entirely upon the reduction of armaments of the European countries. It is said that a cancellation of the debts would have to be made up by the American taxpayer. Is this true? As a result of the situation arising from the so-called war debts, we in America have lost many times over in the shrinkage of capital values, loss of business, the sum total of what we could ever hope to receive from that source. It is conceivable that a high tariff may be advantageous now and then for a single country acting alone, but when all countries simultaneously build such barriers, there can be only one result—that is, loss of trade, unemployment and suffering.

It is a fact that the tax problem is almost entirely a matter of the local taxing district, but let me call your attention to a glaring comparison, which may be carried out in all branches of Government today. Today a Congressman receives \$10,000 a year salary, plus mileage and secretary and perhaps a clerk or two. It has been estimated it costs about \$25,000 a year to maintain a Congressman. When the farmer receives 15c for oats this represents 100,000 bushels. At 25c a bushel for corn it represents 60,000 bushels and at 38c for wheat about 40,000 bushels. If the industry that creates the great wealth of the country is so much out of joint, how in the name of heavens can business ever improve, for the merchant, manufacturer or the grain dealer. We need a greater interest by the business men, especially the grain trade, in Governmental affairs, beginning with the most humble office in your local precinct. Do your part.

In conclusion I wish to urge the trade to give their unselfish support to the Association. It is needed as never before. This is the 53rd annual meeting. Not a mere number, instead it means fifty-three years of justifiable existence or we would not be holding this meeting. Every dealer in the state of Ohio for the past fifty-two years has benefited because of this Association.

Secretary-Treasurer's Report

SEC'Y CUMMINGS presented the following reports, which were accepted:

The efforts of the Association for the past year have been mostly of an executive nature. The Association has also been represented at a number of railroad rate hearings in Chicago and have been instrumental in preventing a number of changes requested by the railroads that would have been detrimental to our members.

At the present time we are trying to have the electric power rates reduced in localities where they are too high. A questionnaire was sent out and the replies turned over to a committee, appointed by the President, who will try to have a hearing before the Public Utilities Commission to request a reduction in rates.

The Association has not held many local meetings during the past year, due to the fear of small attendance rather than lack of interest. I would strongly urge the new officers to hold meetings whenever and wherever possible, as it is the best means of creating interest in association work and of getting the country elevator men better acquainted with his neighbor and help eliminate cut-throat competition. Thru honest and friendly competition the grain man can make a fair living, but to reduce the margin for handling, hoping the market will advance to make him his profit, is suicidal.

Most of our members have shown wonderful loyalty to the association. Some have said they could not afford to stay in, but don't overlook the fact that your membership is the best insurance and protection to your business that you can buy. The report of a committee to the United States Chamber of Commerce best describes the benefits of trade associations. This report affords evidence of the services which trade associations are performing under present conditions and the still greater services, of which they are capable, with the support which all active associations are entitled to from their field of business. In the United States there is no substitute for efficient trade associations and their development is not only in the interest of the fields of enterprise to which they are developed but also to the public interest.

TREASURER'S REPORT.

Receipts—	
Balance on hand.....	\$1,827.24
Annual dues	1,770.00
Directory advertisements.....	817.55
Interest	132.85
	<hr/> \$4,547.64

Disbursements—	
Cleveland convention, 1931.....	\$ 161.94
Printing, stationery	42.50
Stenographer	320.00
Postage	92.64
Multigraph letters	32 10
Telephone	4.60
Officers' traveling expenses.....	158.49
Secretary salary	1,200.00
Grain and Feed Nat'l Assn....	120 00
U. S. Chamber of Commerce....	10.00
Directory, printing and mailing	482.65
	<hr/> 2,824.92

Balance on hand June 25, 1932.....\$1,722.72

PRES. HALL appointed the following com'tes:

AUDITING: Dwight Mahaffey, Morral; C. W. Pontius, Lewiston; and A. L. Garman, Delphos.



Pres. R. H. Brundige, Kingston, O.

NOMINATING: Fred E. Watkins, Cleveland; John Motz, Brice; and Edgar Thierwechter, Oak Harbor.

RESOLUTIONS: E. C. Eikenberry, Camden; Ralph Parent, Union City; and Chas. Hiegel, Leipsic.

Tuesday Afternoon Session

PRES. HALL called the second business session to order Tuesday afternoon with over 150 present.

HUGH A. BUTLER, Omaha, Nebr., president of the Grain & Feed Dealers National Ass'n, opened the program with an address on "What the Farm Board Has Cost the Farmer." His splendid treatise is published elsewhere in this number.

The Russian Wheat Menace

GEORGE CRETORS, Chicago, spoke next on "An Intimate Glimpse of Present Day Russia," which, while alarming, was of specific interest to the grain handling industry insofar as our American newspapers seem momentarily choked with news dispatches indicating that the current Russian grain crop will be the largest in the history of the country with a yield per sectare (2.47 acres) of probably 6 lbs. greater than last year and a total crop to be harvested of about 8,200,000 tons greater. While the actual acreage sown was somewhat less than last year nevertheless this factor is claimed to be offset by an increased yield per sectare.

Mr. Cretors first sketched the revolutions and history of the country, where he had lived for some time in the interests of an American farm machinery firm.

In skyrocketing interest he ripped open the subject of the "wild" children of Russia. They are as wild and unharnessable as the wild horses and wild animals of this country, he testified, but they've almost all been "liquidated."

Russian students lack interest and, in addition to being overly prejudiced against everything, are overly egotistical. Their ignorance and lack of skill has defeated their own farming program. Because of their unwillingness to follow instructions their wheat yields averaged $7\frac{1}{2}$ bushels per acre on the 150,000 acre plot to which Mr. Cretors was assigned,—and of which only 30,000 acres were cultivated.

Machinery in their hands never lasts over a season, he said, because of mishandling.

Yet the Russians say that if American tariffs were not so high on wheat, coal, lumber, gas, etc., that they could export these commodities to the United States for far less than we could afford to produce the same commodities.

Their money is valueless and they counterfeit it themselves. Their wages, after all deductions, do not exceed \$2.10 a month. While they are fed in Community Kitchens, the food is very poor. Butter, which is purchasable outside of the governmental stores, costs from \$5 to \$10 a pound; eggs, \$1 to \$2 each; and everything else in proportion, including clothes; consequently the Russians are in rags and wrap gunny-sacks around their feet for protection.

The government tells the peasants how much acreage they shall plant on Collective Farms, which differ from State Farms. And police guards are constantly maintained to prevent stealing.

All labor in Russia is "forced," regardless of what our Senators tell us. They are starved to it. And for any disobedience a peasant is sent to prison to starve to death. Russia has the worst type of slavery ever known.

It is their avowed plan to rule America from Moscow, and they're making bigger strides than we realize.

While their 5-year plan was a failure at the end of the 1st year, they are persistent in

spreading their gospel and in finding excuses that seem to satisfy the peasantry.

"Sinister Shadows" and "T. N. T." are two books truthfully setting out what we've got to do to combat this undermining communistic influence.

Read U. S. Bulletin 2290 and fight for the passage of H. R. 1967 and H. R. 8584.

"STOP THIS MONSTER FROM CREEPING UPON US!" he concluded.

A. B. CONKEY, Cleveland, spoke on "Why Proper Feeding Is Necessary for Success of the Poultry Industry," which will be published in a later number.

Electric Power Rates

S. B. SWOPE, Canal Winchester, read the report of the standing com'te on Electric Power Rates.

Because of the dissimilarity of the rates throughout the state there is no way to tabulate them. It seems that the power companies have tried to make it difficult or impossible to make comparisons of either rates or demand charges, their main purpose being to secure as much as possible for the service.

There is even a very great difference in the charges of the same company in the same territory in different towns or cities. The only factor involved is that of getting the money and as much as possible.

This is merely intended as a statement of facts and not as an indictment of the various power companies and municipalities. Whatever criticism is made or implied applies with equal force to the State Public Utilities Commission, as any proposed rate is subject to its approval.

During the War and post-war years of high prices rates were necessarily somewhat high, but unfortunately reductions during the last two years have not followed commodity prices or general conditions. It is high time that all public service corporations should reflect present conditions in their charges for electric power, transportation and all kinds of messages. The expense of doing business is out of all proportion to the profits—IF ANY.

Some action should be taken to have a State wide and general investigation of electric rates for both power and light, to the end that these rates be made reasonable, compared with other present costs and as nearly uniform as locations and conditions will permit. There should be a definite fixed way of measuring these charges, both as to demand and the current consumed. Comparisons would then be more practical.

I suggest, continued Chairman L. W. Dewey's report, that the Secretary be instructed to communicate with other State Associations whose members use electric power and try to secure their co-operation in doing whatever may seem necessary or desirable. Also that a special com'te be appointed to act with your president and secretary.

I regret not being able to enumerate the difference in power rates, but think if time permits it will be advisable to have someone read a few of these questionnaires, including our own from Leesburg and Lynchburg, in the same county, and equally distant from main point of distribution. The cost at Lynchburg is about twice as great as at Leesburg.

We are displacing steam power in our mill at Leesburg with a diesel power plant and recommend to our members the use of diesel engines if their power consumption is sufficient to warrant that investment. The first cost is large, compared with electric motors, but the operating cost will be very much less than any electric rates we can ever hope to secure.

MR. SWOPE continued with the comment that the power companies have perhaps suffered the least of any line of business, and that while he did not advocate reduction in rates to such a point that service would be

impaired, he did believe that the operating expenses of power companies had been reduced enough to warrant decided reductions in rates.

C. E. LLOYD, Washington C. H., third member of this Com'te, in his written report, read by Mr. Swope, stated that he saw very little chance to get anything like uniform rates over the State inasmuch as every locality has a different condition to contend with. "And if there is any possible chance for a Statewide uniform rate I think it can only be brought about through the Public Utilities Commission of Ohio as the different power producers of the State would never be able to agree on any one rate that would be satisfactory to all consumers."

Upon reading some of the prices paid for current in the state, the disparity was magnified. Some stations got a discount of as high as 10%, while others got none. And the standing charge per horse power per month was staggering in many instances.

On motion of Sec'y Cummings, the new president was instructed to appoint a com'te charged with the duty of obtaining a hearing before the Public Utilities Commission with a view to lowering power rates. This motion met with unanimous approval.

J. WALLACE HUNTINGTON, Columbus, concluded the set addresses of the afternoon's program with one on "The Activities of Your Mutual Fire Insurance Company." His address will be published in the next number.

BERT LEAS, head of the Feed and Fertilizer Division of the U. S. Department of Agriculture, in charge of this section, brought greetings of his department, explained its work, and pled for co-operation.

The Banquet

THE BANQUET was a hilarious affair, and drew the biggest attendance of the two-day meet, many shippers driving in for this outstanding event. Nearly 250 were present to watch the dancers and crooners and to join in the Community Singing to the accompaniment of the 14 piece orchestra. The outstanding entertainment feature was Dave Larkin's singing of "Maryland, My Maryland," in which the Jovial Dave misplaced his copy of the words.

PRES. HALL was the toastmaster.

THE MOBILOIL One Man Band was there and offered many selections.

DR. GRAY W. MOSELEY, Chicago, was the speaker of the evening, addressing the audience on "The Solution of the Economic Question," and he also covered "The Probable Trend of Grain Prices," predicting $38\frac{3}{4}$ c for wheat.

Following the banquet, singing, and the address of the evening, all of which took place in the Elks Temple, the convention moved over to the dining room of the Norval Hotel, which George D. Woodman had chartered for the occasion. A colored 8-piece orchestra furnished the syncopation for dancing, etc. A grand and glorious time was had by all, which means the next morning's session was slow in opening. (Four years ago 'tis said the grainmen chased the cops off the streets. This year it is understood the order was reversed.)

Wednesday Morning Session

PRES. HALL called the third business session to order on Wednesday morning.

HARRY HEFFNER, Circleville, invited the convention to attend a meeting of Southern Ohio Grain Shippers on July 1 at the Circleville Country Club.

H. S. PRUE, Federal Grain Supervisor, Toledo, put the program into gear with an instructive talk on "Supervision of Grain Inspection." His talk is published elsewhere in this number.

K. S. CRITTENDON, Market Councilor, Cincinnati, followed with a lecture, illustrated with charts and blackboard drawings, on "Prac-

tical Principles of Hedging Grain," demonstrating how the law of averages and percentages worked out. In addition to going into interesting detail, Mr. Crittendon answered questions.

CHARLES S. CLARK, Chicago, next presented by proxy a treatise on "Meeting Portable Competition."

SAM L. RICE, Metamora, then spoke on the "Activities of the Chamber of Commerce of the United States," outlining a few of the more important programs now being carried on and particularly stressing its work on Unemployment and Agriculture.

"Farmers who stuck to horses for power," he observed, "are weathering the storm much better than those who bought a lot of high priced farm machinery."

He expressed delight over the persistence of producers and of the splendid spirit most of them displayed, prophesying that the country would come out of its economic plight when more people took an interest in things beyond their own needs. He sagely suggested a courageous and hopeful attitude.

D. J. SCHUH, Executive Secretary, Board of Trade, concluded the morning's set program with a presentation of "Transportation Problems."

HUGH A. BUTLER, Omaha, Nebr., invited the Buckeyes to attend the approaching annual convention of the Grain & Feed Dealers National Ass'n this fall at French Lick, Ind. He suggested competitive attendance from surrounding states.

DWIGHT MAHAFFEY, Morral, reporting for the Auditing Com'te, stated the report of the organization's finances was found to be as read, and took this occasion to compliment Sec'y Cummings on his method of keeping books.

E. C. EIKENBERRY, Camden, reporting for the Resolutions Com'te, presented the resolutions, which were adopted.

RESOLUTIONS ADOPTED.

WHEREAS, the present freight rate differentials result in inequalities in buying price at competitive country points which in many instances are not only annoying and confusing but result in undue commercial advantages and disadvantages to country elevator operators. Therefore, be it

Resolved, that we recommend to the traffic department of the Grain & Feed Dealers National Ass'n that it diligently endeavor to secure a change and increase in the number of rate zones to a system that will require no break in grain rates that will amount to more than one cent per hundred. And further be it

Resolved, that the secretary of this association be directed to convey this recommendation to the proper official of the national association and that the members use their influence in cooperation to secure this desired reform.

Reduced Demurrage Charges

WHEREAS, conditions that justified the imposition by the railroads of the present scale of car service demurrage charges have passed from one of scarcity of cars to one of distressing plenty. Therefore, be it

Resolved, that we recommend to the traffic department of the Grain & Feed Dealers National Ass'n that it use its best efforts to secure a return to a nominal car service charge the same or similar to the fees in effect before the adoption of the present scale.

The Farmers' Curse.

WHEREAS, the sinister shadow of the farm board still hangs over the grain trade, and fear and uncertainty as to its policies and certainty as to its economic unsoundness and continued failure in its operation have denied to the people of this nation the benefit in the orderly processes of established grain markets and have resulted in intolerable losses to the farmers of the country. Therefore, be it

Resolved, that we demand the immediate repeal of the agricultural marketing act, the dissolution of the farm board, and the liquidation of its affairs. Further, be it

Resolved, that the secretary of this association be instructed to mail to each of the senators from Ohio a copy of this resolution.

Reduction in Government Expenditures.

WHEREAS, the cost of government has not declined in adjustment to the diminished income of the citizens of the United States and the consequent lowered ability to contribute on the part of the tax-paying public. Therefore, be it

Resolved, that we demand the elimination of all useless bureaus, the decrease of expenditures in general and a system of rigid economy in the administration of all departments of the

federal government and that we insist on the support by the members of the Ohio delegation in congress of all economy measures to the end that a balanced budget may be achieved not by the imposition of additional taxes but rather by the adjustment of expenditures to a curtailed income; and be it further

Resolved, that the secretary of this association be instructed to mail to each of the senators from Ohio a copy of this resolution.

EDGAR THIERWECHTER, Oak Harbor, reporting for the Nominating Com'te, presented the following slate, which was unanimously elected:

R. H. "Bob" Brundige, Kingston, president; Frank S. Sheets, Cleveland, first vice-president; F. E. Barker, Hamilton, second vice-president; W. W. Cummings, Toledo, sec'y-treasurer; and the following Board of Governors: Fred E. Watkins, Cleveland; O. E. Teegardin, Duvall; L. G. Bradstock, Wellington; E. M. Stults, Massillon; E. C. Eikenberry, Camden; C. A. Heigel, Leipsic; and O. P. Hall, Greenville.

PRES. HALL, with words of hope, turned the gavel over to the new president, who pleaded for the same splendid co-operation accorded Pres. Hall. He promised to devote his best efforts to the interests of the organization. With applause and cheer the convention adjourned, *sine die*, and thus passed one of their best meetings into the annals of history.

Lima Convention Notes

EX-PRES. PERRY HALL brot along J. C. Cole, S. W. Loy, and Geo. O'Brien,—all of Greenville.

THE SIDNEY DELEGATION included E. T. and Carl Cusenborder, H. W. Miller, C. H. Gimm, and T. F. Dye.

CHARLES R. KEILHOLTZ and John W. Luscombe passed out notice of PUBLIC AUCTION at Washington, D. C.

CINCINNATI was ably represented by D. J. Schuh, executive secretary of the Board of Trade, George A. Nieman, V. H. Jackson, and J. E. Hendrickson.

BILL CUMMINGS is going to devote all of his time to the affairs of the organization upon his return from a well-earned rest in some of the more popular national parks.

WRIGHT MCCONNELL, ex-army aviator, has rejoined his father in conducting the affairs of the McConnell Grain Corp., and was the sole representative from the Buffalo market at the convention.

SAM RICE is taking an active part these days in wielding his influence in the direction of the affairs of the Chamber of Commerce of the United States. That's a big load but is in capable hands.

EDGAR THIERWECHTER of Oak Harbor, who has become interested in the lumber and gasoline businesses since his mill burned, is taking quite an active interest in the distribution of Red Cross flour in his town.

THE NEW PRESIDENT, Bob Brundige, operates elevators at Kingston and Kinnikinnick. His election captures that important post for the Southern part of the state again. Bob drove up with Harry Heffner of Circleville for entertainment.

OUT OF STATE delegates included Victor Stuckey, Berne, Ind.; K. L. Juve, Battle Creek, Mich.; C. C. Barnes and Willard Howes, Winchester, Ind.; W. H. Grubbs and L. T. Parr, Chicago; R. K. Parent, Union City, Ind., and Chris Egly, Ft. Wayne, Ind.

INDUSTRIAL INTERESTS were carefully looked after by Carl Berger, Sidney Grain Machinery Co., Sidney, O.; John G. Troester, Union Iron Works, Decatur, Ill.; W. B. Sutton, Brocton, N. Y.; and Jas. J. Pollard of Sprout-Waldron Co., Muncy, Pa.

AL & NELL GARMAN, INC., of Delphos, took the crowd for "a ride" on the new marble machine in the hotel lobby. Nell was responsible for all the beautiful young ladies being at the dance, but not a single one of them could dance as much or as well as "our Nell" could.

LIMA HOSTS included H. F. Bowsher, Harry A. Kingman, Ben, Joe, and Sheldon Ackerman, Al Ringlein, H. Hennon, and Eli Dickey. Eli had a great big house-warming planned but some of the honored guests must have been already overheated for they got lost in transit.

COLUMBUS sent: R. F. Knight, K. L. MacLeod, Bert V. Leas, W. D. Sinkey, C. E. Griffith, E. G. and C. L. Buchsieb, and the following insurance representatives, who took charge of registration: J. W. Huntington, G. N. Arnold, LeRoy Neal, H. G. Pyle, and R. S. Castle.

"WOODY'S" PARTY was the talk of the town, not to mention the resident guests at both hotels, who, were said to have lost much sleep. But even the Police Department invited him back. What a time! Even Hugh Butler, president of the National, missed all the trains. Thanks, George!

CLEVELAND DELEGATES casting their vote for the abolition of the Farm Board were headed by Fred E. Watkins, Frank S. Sheets, A. B. Conkey, and Fred Orr. Archie Porter, the Mobiloil "One-Man-Band," came from there too, but neglected to bring his voting credentials.

FEED INGREDIENT REPRESENTATIVES were Bob Crawford, busiest oyster shell man on this hemisphere, and the one who is always passing out Pilot Brand cigars at the opportune moment, came over from St. Louis, Mo.; Bill Andree, Perfection Milk, Dayton; C. A. Corns, Toledo salt king; Gilbert F. Martin, salt magnet of Detroit; and Harry C. "Nopco" McAdams, of Harrison, N. J., who gave out samples of "Euthol."

THREE MARYLANDERS upheld the dignity of Baltimore, and although Dave Larkin, Chief Grain Inspector, did forget the words of his state's anthem when he went to sing it at the well crowded banquet, nevertheless, Gene Beer, made amends by going to the Chicago gathering to write the anti-Farm Board plank. Harry Elgert, third member of the delegation, not to be outdone by his companions, cornered all of the beautiful ladies at the convention.

SAMPLE GRAIN SACKS were distributed to everyone at the banquet by Chase Bag Co. In addition to a clever card about new business, George Woodman placed a convenient key case at everyone's place at dinner. K. & A. Seed Co. passed out coasters to protect highly polished surfaces, such as any grainman's desk, from being moistened because of carelessness in setting ice-tea glasses thereon. Cleveland Grain Co. and G. E. Conkey Co. distributed pencils. The Dickinson Co. distributed matches advertising a humus inoculation, which was among other items they displayed. The Mill Mutuals were the only other interests with a table display. Their exhibit was confined to circulars, charts, booklets, etc., having to do with fire protection and fire prevention. LeRoy Neal stood guard with a fire extinguisher handy.

TOLEDO'S DELEGATION was headed by ye right honorable Secretary, Bill Cummings, who has bundled up his musical wife and headed for a two months' vacation in the Black Hills and Bad Lands of South Dakota, and beyond. Joe Grain Door deserves second mention. That's what everyone calls him, and he says nobody knows of the trouble he's been in by using his correct last name, so that's his "handle" from now on. W. A. "Bert" Boardman, able Secretary of the Toledo Board of Trade, George Forrester and his wife, Paul Barnes, M. P. Head, M. F. Neiswander, F. S. Modjeska, W. H. Pickard, D. L. Norby, Clint Wirick, B. S. Sheldon, L. J. Schuster and wife, H. F. Price, L. M. Burlingame, Geo. C. Pfeleger, A. C. Hofferma, Night-Owl Charlie Keilholtz, Johnny Luscomb, and Charles Quinn, Secretary of the Grain & Feed Dealers National Ass'n, all helped George Woodman entertain in his extensive hotel suite.

Among shippers registering were: E. E. Vance, Ansonia; Lee H. Gillespie, Arlington; George L. Schultz, Bucyrus; T. W. Jennings, Beaverdam; E. L. Diller and Geo. R. Miller, Bluffton; John Motz, Brice; J. A. Resler, Caledonia; Noble Barringer and Bert E. Needham, Continental; B. E. Shirm and H. L. Hockman, Canal Winchester; Wendell Thompson, Cambridge; Harry Heffner, Circleville; I. J. Grieshop, Chickasaw; James H. Barnett, Columbus Grove; S. A. Weimer, Carey.

E. C. Eikenberry, Camden; F. A. Ballenbocher, Chattanooga; E. O. Teegardin, Duvall; J. S. Comer, Dresden; Howard Falknor, Dayton; C. S. Gooding, Delaware; A. J. Luersman, A. L. Allinger and Nell and Al Garman, Delphos; C. S. Latchaw, Defiance; Paul and Jim Frye, Findlay; Perry Hall, J. C. Cole, S. W. Loy and Geo. O'Brien, Greenville; G. M. North and C. W. Gaul, Groveport; C. J. Miller, Gibsonburg; H. F. Eickhorn, Gallion; C. E. Jones, Gutman, R. F. D. No. 1, St. Johns; Kirby White and son, Harrod; Arch Yoder, Huntsville; Edna Dicks, Huron;

R. H. Brundige, Kingston; A. J. Gramlich, Kenton; E. N. Kile, Kileville; C. F. Mondank, Lancaster; K. Threlkeld, Lakeview; C. W. Pontius and Clifford Gordon, Lewisburg; C. A. Hiegel and wife and G. S. Tawbey, Leipsic; Dwight W. Mahaffey, Morral; H. G. Pollock, Middlepoint; E. M. Stultz, Massillon; O. W. Andrews, Maplewood; F. O. Diver, Middletown;

Sam L. Rice, Metamora; S. P. Robertson, Martel; Alfred P. Eler, Nevada; C. R. and Jacob Swartz, New Hampshire; A. J. Hornung, New Bavaria; W. H. Hill, Oakwood; Ed. G. Odenweller, Ottoville; W. S. Bricker and Edgar Thierwechter, Oak Harbor; Karl Helberg, Okolona; H. R. Wooley, Pickerington; Paul D. Craft, W. E. Nicodemus; J. M. Adlard and E. D. Fristoe, Piqua; C. C. Goble, Payne; W. C. Zuercher, Pandora; J. H. Zehr, Pettisville; A. A. Fleming, Prospect; R. W. Lenox, Richwood;

Luther B. Miller, Springfield; M. A. Ward, Sycamore; Burton R. Hoaglin, Scott; G. H. Smith and wife, Sugar Ridge; Peggy Smith, Sandusky; C. A. Fogleman, Walter F. Rohrer and Edwin G. Craun, Tiffin; Lewis F. Branstool, Utica; G. O. Wilman and wife and L. S. Brandon, Van Wert; O. H. Pool, Waynesfield; W. C. Ulmer, Waldo; Everett Early, Waynesville; L. G. Bradstock, Wellington, and Geo. Dewine, Yellow Springs.

Farm Relief "Down a Rat Hole"

Whatever else may be said about the administration of Mr. Hoover, it cannot escape being called to account for the rattle-brained adventures of the federal Farm Board. This misguided agency has squandered in the neighborhood of \$500,000,000, exacted from the tax-ridden people, and there is nothing to show for it except vindication of the truism that prices cannot be fixed by law.

The extent to which the farm board has fallen into disfavor even among loyal supporters of the President became unmistakably evident when its operating fund was before the Senate. Senator Reed of Pennsylvania, outstanding among administration leaders, who took an active part in the successful Senate fight to reduce the operating fund from \$1,000,000 to \$600,000, declared the farm board had poured \$500,000,000 "down a rat hole." He said, "I am more ashamed of my vote in favor of creating the farm board than of any other vote cast during the 10 years I have been in the Senate."

Farmers National Not a Lawful Co-operative

Since the hearing at Washington on the complaint by the Farmers National Grain Corporation against the Chicago Board of Trade for denial of membership in the clearing house a brief has been filed in which it is shown that between Mar. 1, 1930, and Dec. 1, 1931, the Farmers National Grain Corporation handled only 163,403,000 bus. of grain for alleged members, against 110,092,000 bus. for non-members and 134,787,000 bus. for the Grain Stabilization Corporation.

According to the definition of a co-operative under the Capper-Volstead Act it must handle not to exceed 50% of its total volume of business from non-members, whereas the Farmers National handled 60% as non-member business.

When a non-member local co-operative ships grain to a regional member it may appear on the books as member business

when not such in fact. These figures support the contention of the Board of Trade that the Farmers National is not a co-operative entitled to the privileges of the co-operative marketing act, including membership in the Exchange and the right to rebate commissions back to shippers in the form of patronage dividends.

Stamp Tax Cuts Down Future Trading

The new federal government tax of 5 cents per \$100 of valuation is so burdensome to traders operating on a narrow margin of profit that the effect has been to cut down the volume of business in the pits. While the volume of trade will increase and decrease with the changes in the public interest in the market, the effect will continue as a restraint on scalping operations.

With wheat selling at 50 cents per bushel a lot of 5,000 bus. is valued at \$2,500 and the tax is \$1.25, payable on sales, not on purchases. The \$1.25 covers the round turn of purchase and sale. The fact that the tax has to be paid on losing trades as well as the profitable ones does not make it any more agreeable.

Outside customers who close their trades with differences in their favor of 3 to 30 cents per bushel will not feel the tax. A 10-cent profit on 5,000 bus. is \$500, out of which to pay the relatively small tax of \$1.25.

In the pit crowd, many of whom even up over night at small differences, the feeling is that the tax is too heavy, as shown by the falling off in trade just after the tax went into effect. Transactions in wheat, corn, oats and rye futures on the Chicago Board of Trade Monday, June 20, amounted to 28,932,000 bus., and on June 21 fell off to 17,642,000 bus. Trading in split quotations is less attractive under the tax. The increase in the tax thus is defeated to some extent by the falling off in trade, as the Government is not collecting five times as much revenue as when the tax was 1 cent per \$100 of value. Driving trades out of the market will hurt the farmers more than any one.

Farmers National Closing Offices

Geo. S. Milnor, general manager of the Farmers National Grain Corporation, has ordered the closing of its future trading offices at Des Moines, Carroll, Sheldon and Iowa City, Ia. More important offices to be closed are those at Omaha and Lincoln, Neb., Duluth and St. Paul, Minn., St. Joseph, Mo., and Sioux Falls, S. D., all of which were inherited from the Updike Grain Co.

On July 1 the Farmers National discontinued the solicitation of all speculative grain accounts at its Des Moines office, which has been taken over by Jas. E. Bennett & Co.

As a partial offset to this reduction in facilities the Farmers National Grain Corporation has opened an office at Hutchinson, Kan., and has taken over the office at Toledo, O., of J. F. Zahm & Co., which was discontinued owing to financial embarrassment.

At Omaha the Grain Corporation still retains its cash grain department, such futures trade as it has being consolidated in the cash grain office.

Salaries of all officers and executives have been reduced 10 per cent, and with the reluctance of Congress to appropriate more funds for the Farm Board and its subsidiaries it is supposed the closing of the offices is a retrenchment in prospect of a smaller volume of grain to be handled. C. E. Huff, president, however, denies this, stating that "the Farm Board is not demanding that steps be taken to liquidate government loans to the corporation. In no case has Farmers National Grain Corporation sold any customers' accounts or sold or arranged to transfer any part of its business."

Roof Lifted Off by Dust Explosion

Shortly before noon July 2 fire broke out in the grain elevator of McKay, Reece & Co., at Nashville, Tenn., followed by an explosion of dust that blew the roof clear of the structure.

The falling elevator roof crashed thru the roof of the main structure.

The fire started in the head house of the building and the damage amounted to \$50,000 on a valuation of \$200,000.

Chas. White, 35, negro, an employee, was in the elevator and was severely burned. The loss was fully insured.

Stamp Tax on Sales for Future Delivery

Section 726 of the Revenue Act of 1932.—(a) Subdivision 4 of Schedule A of Title VIII of the Revenue Act of 1926 (quoted below) is amended by striking out "1 cent" wherever appearing in such subdivision, and inserting in lieu thereof "5 cents."

(b) Subsection (a) shall take effect on the fifteenth day after the date of the enactment of this Act (approved June 6, 1932).

(c) Effective July 1, 1934, such subdivision 4, as amended by subsection (a) of this section, is amended by striking out "5 cents" wherever appearing in such subdivision and inserting in lieu thereof "1 cent."

Subdivision 4 of Schedule A of Title VIII of the Revenue Act of 1926 (Amended to Conform to the Above)

Sale of Products or Merchandise at or Under the Rules or Usages of Exchanges for Future Delivery

4. Produce, sales of, on exchange: Upon each sale, agreement of sale, or agreement to sell (not including so-called transferred or scratch sales), any products or merchandise at, or under the rules or usages of, any exchange, or board of trade, or other similar place, for future delivery, for each \$100 in value of the merchandise covered by said sale or agreement of sale or agreement to sell, 5 cents, and for each additional \$100 or fractional part thereof in excess of \$100, 5 cents: Provided, That on every sale or agreement of sale or agreement to sell as aforesaid there shall be made and delivered by the seller to the buyer a bill, memorandum agreement, or other evidence of such sale, agreement of sale, or agreement to sell, to which there shall be affixed a lawful stamp or stamps in value equal to the amount of the tax on such sale: Provided further, That sellers of commodities described herein, having paid the tax provided by this subdivision, may transfer such contracts to a clearing-house corporation or association, and such transfer shall not be deemed to be a sale, or agreement of sale, or an agreement to sell within the provisions of this Act, provided that such transfer shall not vest any beneficial interest in such clearing-house association but shall be made for the sole purpose of enabling such clearing-house association to adjust and balance the accounts of the members of such clearing-house association on their several contracts. Every such bill, memorandum, or other evidence of sale or agreement to sell shall show the date thereof, the name of the seller, the amount of the sale, and the matter or thing to which it refers; and any person liable to pay the tax as herein provided, or anyone who acts in the matter as agent or broker for such person, who makes any such sale, agreement of sale, or agreement to sell, or who, in pursuance of any such sale, agreement of sale, or agreement to sell, delivers any such products or merchandise without a bill, memorandum, or other evidence thereof as herein required, or who delivers such bill, memorandum, or other evidence of sale, or agreement to sell, without having the proper stamps affixed thereto, with intent to evade the foregoing provisions, shall be deemed guilty of a misdemeanor, and upon conviction thereof shall pay a fine of not exceeding \$1,000 or be imprisoned not more than six months, or both.

No bill, memorandum, agreement, or other evidence of such sale, or agreement of sale, or agreement to sell, in case of cash sales of products or merchandise for immediate or prompt delivery which in good faith are actually intended to be delivered shall be subject to this tax.

Abolition of the Farm Board and the university extension service was demanded in resolutions adopted at the Stockmen's Convention at Green River, Wyo.

Montana Grainmen Perfect New Organization

SENATOR W. T. COWAN, Box Elder, is the president of the new Montana Grain Dealers Ass'n, which organization succeeds the Montana Farmers & Independent Grain Dealers' Ass'n. He was selected at a state-wide convention held at Havre, Mont., on June 24-25. J. J. LAVIN, Great Falls, Manager of the Rocky Mountain Elevator Co., is the new Secretary. (The Secretary of the old organization sold out to the Farm Board.)

The Com'te on Organization recommended the formation of this new body, with legislative and informational purposes, to work for the best interests of all the trade. Pres. Cowan, Roy Cross, Denton; H. B. Lake, Great Falls; and Arthur Potvin, Havre, comprise this com'te. The By-Laws Com'te reported more time was necessary for preparation of the Constitution and By-Laws and suggested presenting same at the next convention.

Much preparation was made for this affair and Senator Cowan, who was president of the old organization, invited every independent line house operator and co-operative to be represented. The milling trade was also urged to attend.

SENATOR COWAN, in calling the meeting to order, recalled the origin and purposes of the old organization, i. e., to care for the needs of the co-operative and independent grain dealers. This body functioned until the crop failure of 1931. He placed before the gathering the question of continuing an organization, reminding them that the grainmen were all faced with common problems, such as legislative matters, remedying the storage laws, freight rates, and preserving the value of high protein wheat for Montana farmers. Thus the morning session turned into a round-table discussion, following the address of welcome by R. G. Linebarger, who pinch-hit for the Mayor. All sessions were held in the Elks Club.

A. H. STAFFORD, Commissioner of Agriculture for Montana, stressed the need of an organization of grain men which would be truly representative and active when legislative matters affecting them were presented at the state capitol.

He pleaded with the convention not to request re-establishment of closed state grain laboratories, despite the investment therein, which in some cases approximated \$12,000. The laboratories at Bozeman and Great Falls, which are shared with the federal government, are the only two now operating, instead of the seven formerly operated.

The staff testing scales has been reduced from three to two and the department operated at a reduction, Mr. Stafford said.

"I desire to see grain men and farmers revert back to the first principles of business success. If the farmers are not molested they will solve a great many of their own problems without any outside assistance," he concluded.

RAY BOWDEN, field secretary of the Northwest Country Elevator Ass'n, urged the group to ban together under one flag, pointing out that the only differences between factions of the grain trade arose chiefly from misunderstandings. Mr. Bowden briefly presented "The Romance of Wheat."

C. C. CONSER, independent elevator owner-operator at Plevna, also Marketing Specialist of the Montana Extension Service, testified that in his opinion the organization could and should function in two ways, namely, for the dispatching of helpful information and as a legislative safeguard.

ROY CROSS, Manager of the Farmers

Co-operative Elevator at Denton, seconded such scope for the new organization, but expressed doubt as to whether he could sell the same idea to his farmer-directors.

STORAGE TICKETS

MRS. H. A. MORRIS, head of the Grain Division of the Montana Department of Agriculture, told of the difficulties which had been encountered the past two years and proposed legislative remedies, particularly on the storage ticket question. She said, in part:

In reviewing the work of the Grain Department over a period of two and a half years you will be surprised to learn that we have taken over the storage and settled for grain in 28 different accounts. Twenty-seven elevators were involved with outstanding storage tickets totaling 192,592 bus. The value of these tickets, with prices ranging from 38c to \$1.10 a bushel, after deducting storage charges, advances and accounts due the elevator, amounted to \$160,691.18. We found 62,262 bus. of grain in the elevators which netted \$48,507.88. We called bonds amounting to \$40,784.81.

There has been distributed to the holders of storage tickets \$34,358.60. These settlements are not completed. Conversion suits are pending, there are bonding claims still unpaid, and we are holding a considerable amount of money pending the court's decision as to distribution. With the exception of a very few cases we cannot feel that this condition was caused by violation of our Grain Act.

Drouth, lack of finance, over-advances to the growers, many unforeseen conditions were responsible, and we cannot speak too highly of the co-operation we have had from the bonding companies, the commission merchants and the elevator managers and directors.

It has been a difficult task and questions have come up which were puzzling. Owners of warehouse receipts in many instances did not realize the position of the Department of Agriculture in subrogating for the elevator concern, and they wondered why we could charge storage when the grain was not there for them, why we based our price on the card at the station the day we called in the tickets, why they were not paid premiums when the man who received the grain promised them a premium. You and I can see the logic of their reasoning.

The greatest disturbance was raised where we could not pay premiums. Protein content is not a part of the storage contract, and where we could not trace the elevator records on protein inspections to apply to the grain delivered, naturally the bonding company refused to pay a premium. Frankly, looking at this from the elevator standpoint and then from the farmer's, I can see no remedy, and I wish you would discuss this and find a way to adjust it.

There is a great need for an amendment to our Grain Act to terminate a storage contract. We found instances where farmers hauled grain to an elevator over a period of years with never an accounting; and we found storage tickets scattered all over the country, many of them lost. Farmers were dissatisfied because of storage charges and because they could not have the grain redelivered, and in several instances it was a pity we could not redeliver as the grain was needed for feed in the drouth sections.

Elevators have been writing in asking what to do lately where the storage charges equal or exceed the value of the grain in store. The Attorney General says with no provision in our law to take care of this there is only one way and that is by foreclosure. We have tried to use a regulation to take care of this, but it is not satisfactory. A regulation is not a law.

For a yearly cut-off. — Bonding companies which have shown good financial statements in the past have failed and have left the stored wheat unprotected. Each year these companies must renew their contracts with the state the same as the elevators. With a cut-off storage date we could keep the stored grain protected by bonds. A claim on a bonding company for payment of a storage ticket cannot be collected unless the ticket was written within the period of the bond. If tickets are not called in and renewed at the end of each year or some provision made to close the grain account, and if the bonding company fails the ticket is left unprotected.

There has been trouble over redeliveries where the ticket has been held a long period, elevators having shipped the grain to make room for new crops, and holders of tickets asking for old wheat. This is another point in favor of a cut-off date. We propose an amendment which would be a protection and benefit to our farmers who store grain in elevators as well as a

protection and benefit to our elevator interests. This amendment gives the storage ticket holder up until June 30 of each year the right of redelivery, sale to the warehouseman or a new storage contract. Failure to take advantage of one of these options gives the elevator the right to sell the wheat and close the account.

The Grainmen decided to hold an afternoon session, before going to the Experiment Station at Fort Assiniboine, where they inspected the experimental crops.

Friday Afternoon Session

T. J. LARSON, Outlook, former sec'y of the Montana Farmers & Independent Grain Dealers Ass'n, opened the afternoon session, speaking briefly upon the need of an organization, emphasizing the thought that with proper leadership much constructive work can be accomplished.

C. C. CONSER then gave a talk on Production and Price Control which will appear in a later number.

The Banquet

A NO-HOST BANQUET was arranged for Friday evening at Morris Cafe, where W. M. Smith of Harlowtown, ably presided as toastmaster in his "Magnus Johnson" style.

SENATOR W. T. COWAN started the program, followed by R. G. Linebarger and T. J. Larson. The latter told of some individual experiences of the ineptitude of early day Montana farmers.

G. K. LABATT, vice president and general manager of the St. Anthony & Dakota Elevator Co., told of his love for the state of Montana.

Work done at the Experiment Station which assisted the grainmen and producers was then delved into by George Morgan, Superintendent.

C. C. CONSER outlined the service rendered by the futures market and urged his listeners to educate their farmer patrons on its functions. "The sooner we carry that message back to the producer the better it will be," he said. "My contacts with the grain trade show the essential necessity for the futures market."

The SATURDAY MORNING program included a talk by M. A. Bell, agronomist at the North Montana Branch Experiment Station, on researches which he has made in connection with the weather records as recorded in the growth of trees, correlated with the actual records for the past 52 years.

E. SANDBERG, County Agent, talked briefly on "The Cost of Producing Wheat."

H. C. HILLWEG, Public Relations Director for the Minneapolis Chamber of Commerce and Duluth Board of Trade, said one of the most astonishing developments of late is the growth of the co-operatives. He touched briefly on the necessity for all interests in the grain trade to work together.

Mr. Hillweg sketched the operation of the grain exchanges and emphasized that co-operatives could hold membership tickets. In concluding he extended the dealers a friendly greeting from the two organizations.

Wilbur Joyce, Minneapolis manager of the Farmers National Grain Corp., was slated to talk on the Saturday morning program, and although he was in town he did not appear.

While the program called for a business meeting on Saturday afternoon for the discussion of the handling of the prospective 80 million bushel wheat crop in Montana, everything was concluded in the morning.

Directors chosen were: W. T. Cowan, Box Elder, representing the independent dealers; J. P. Miller, Froid, representing the co-operative elevators; W. M. Smith, Harlowtown, representing the milling interests; M. R. Nelson, Minneapolis, representing the commission house group; and J. J. Lavin, Great Falls, for the old line elevator interests. The directors will meet some time in the near future to receive various com'te reports and select the place for the 1933 convention.

Crop Reports

Reports on the acreage, condition and yield of grain and field seeds, as well as on the movement to country markets, are always welcome.

Spearman, Tex., June 16.—Porter, Grain, dumped the first load of new wheat into the elevator today. Test 58, dry, clean, sweet, red; yielded 16 bus. to acre.—I. D. A.

LeGrand, Cal.—Grain has been pouring in steadily at the LeGrand Elevator, an average of 100 tons a day being received. All the grain is high grade and is reported to be the best in the past six years.

Adams, Neb., June 30.—The wheat crop is not so good here; I believe if we get a 10-bu. average we will be doing fine. Corn is growing, but we could use some rain. Oats will be light here.—R. A. Maarsingh.

Fowler, Kan., June 20.—The first wheat received here does not look good. Much of it is not going to make more than 3 or 4 bus. to the acre, and will hardly pay for cutting. It is doubtful if there will be much 10-bu. in this territory.

Indianapolis, Ind., July 1.—The first car of new crop wheat to arrive in Indianapolis this season was received on June 28th, by the Dorgan Grain Co. The wheat was shipped from southern Indiana; graded No. 3 red on account of 1.7% cockle, test weight 62.2 lbs., moisture content 12½%.

Decatur, Ill., July 9.—About two inches of rain this week. Seldom does one see a summer season of such perfect weather in Illinois as so far this year. Enough heat and moisture to promote fine crops and but a few days when the thermometer registered over 90.—H. I. Baldwin & Co.

Kingston, O., July 8.—There has been no threshing here for a week due to excessive rains. Hardest rain in several years fell here yesterday and will delay threshing until July 11 at best. Wheat is of good quality and will run 12 to 18 bus. to the acre.—R. H. Brundige.

Crandall, S. D., July 1.—Crops look good; the old-timers say they have never seen them better; so we will probably have a good volume here this year, which will be a good thing as lots of the boys were set back pretty badly last year.—J. P. Hegge, mgr. Farmers Elevator.

Minneapolis, Minn., July 5.—Authenticated reports of actual damage done by grasshoppers are very few. Small hoppers are present in great numbers in certain territories and may do damage to late sown flax, corn, and the second growth of alfalfa, but it seems probable that small grains will largely escape the ravages of this pest.—The Van Dusen Harrington Co., by Paul C. Rutherford.

Fortescue, Mo., July 8.—Due to frequent rains, wheat harvest throughout northwest Missouri has fallen behind schedule. Combines have had to wait for a dry field from time to time, thus lowering the quality of the wheat until the majority is testing from 53.5 to 54. With the poor grade and the prevailing low market value a large number of farmers are in doubt as to whether it would be more profitable to give it away or burn it.—Glenn M. Hill.

Kansas City, Mo., July 9.—Average protein content of 1,364 cars of wheat inspected by the Kansas department in the week ending July 8 was 11.95% and the 710 cars inspected by the Missouri department averaged 11.58%. The total, 2,074 cars, averaged 11.84%, compared with 11.56% for 1,049 cars the preceding week and 11.37% for 5,296 cars a year ago.

Madison, Wis., July 12.—Widespread rains have reached practically all parts of Wisconsin and brought general improvement in the crop situation. Up to July 1 nearly all parts of the state were deficient in rainfall. Many counties were reporting the third drouth year in succession. With the recent rains, however, the outlook has changed materially, and prospects for crops are much better now than they were a few weeks ago.—U. S. and Wisconsin Depts. of Ag.

Marion, O., June 23.—Wheat ripening very fast, due to dry weather, possibly will not fill as well as it should, and yield will not be as large as last year; oats needing rain badly, and crop appears a very short one; this is also

true of hay; corn crop looks very promising and if right weather conditions prevail, crop will be as large as last year. It is possible that we have seen about our lowest prices on grain, and look for improvement from now on.—W. C. Ulmer.

Springfield, Ill., July 6.—Rain will interfere some with haying, harvesting and threshing. There is ample moisture generally. Some observers in the northern division report crops never better. The progress and condition of corn are good to excellent. It is largely laid by. Winter wheat is being harvested to the north border and threshing is on in the south. Farmers are cutting oats in the central counties.—Clarence J. Root, Meteorologist, U. S. Dept. of Ag.

Minneapolis, Minn., July 1.—We are at present headed for a 21 or 22 million bu. flax crop in this country with excellent weather conditions so far. Such a crop would be just about sufficient to take care of our needs at present rate of consumption, which we calculate for 1932 at about 21 million bus. Our domestic flax crop is not yet made. Agricultural experts agree that the critical time for the flax plant is when it is in the boll stage. This point in the plant development will begin during the next 10 days or 2 weeks. Hot, dry weather from that time on might greatly reduce the yield of flax per acre. The grasshopper menace, while perhaps it has been exaggerated in some quarters, is still present. Flax will be particularly susceptible to damage from this source because it is harvested after most other grains.—Archer-Daniels-Midland Co.

Indianapolis, Ind., July 6.—Little rain occurred until the close of the week, when general heavy to excessive falls occurred, which, supplementing those of previous weeks, thoroughly broke the dry spell and greatly benefited corn, soy beans and other growing crops. Corn made very good advance generally, and ranges from 18 to 24 inches high in northern sections, and much stands 3 to 4 feet in central and southern parts. A considerable amount is tasseling in the southwest, where some is short on account of previous dry weather. Wheat cutting is general in the north, and harvest is mostly finished to the southward. Some threshing is reported in the south with mostly fair results. Oats advanced well in the north and are ripening through central areas, while most of the crop in the extreme southwest has been cut. In the latter section some is reported down by wind and rain. Soy beans generally made good advance. The second crop of alfalfa is well along in the north and some was cut in the southwest.—J. H. Armington, senior meteorologist, U. S. Dept. of Ag.

Helena, Mont., June 23.—The first half of June has brought sufficient rainfall to bring the state average well above normal. Up to June

17 the total was 3.11 inches compared with the normal for the month of 2.61 inches. The June rains were heaviest in the central third of the state east of the continental divide and throughout the northern portions of the state. They were nearly normal in southeastern Montana but much below normal in extreme western Montana. As a result of the favorable June rainfall, crop prospects have been further improved until they now represent what most reporters term the best outlook in many years. Barring scattered reports of cut-worm damage, grasshoppers, wire-worms and hail, damage to crops has been light. The cut-worm damage has been widespread but not heavy in the aggregate. Favorable weather has aided greatly in holding down damage from this source with prospective damage becoming less with time. Grasshoppers have appeared in several localities but cool weather has retarded hatching and damage to date has been less than expected.—Jay G. Diamond, sr. agri. statistician.

Corn Price Forecast

In its regular forecast issued the first Monday of each month the Dept. of Agricultural Economics of the Kansas State College at Manhattan states that corn prices are on the down side of their cycle:

Cash corn prices in July steady to slightly higher than last of June prices are a reasonable expectation. The largest percentage July decline in cash corn prices at Kansas City since 1892 was 13 per cent in 1895. Such a decline this year would give a quotation for top No. 2 mixed corn at Kansas City of 29 cents. This compares with an actually quoted price of 30 cents on June 27.

The chances are about 2 to 1 that top price the first 10 days of August will be higher than top price for the first 10 days of July. Since 1910, cash prices have advanced during the first 10 days of July in 16 of 22 years, the six exceptions being 1910, 1920, 1921, 1922, 1923, and 1931. The advance was small, however, in the large crop years of 1912 and 1928 and also small in 1930. The prospects at the beginning of July for a large 1932 crop, therefore, suggest caution in expecting too much advance. In 21 of 22 years, cash corn price at Kansas City was steady to higher during the second 10 days of July. In the one exceptional year, 1911, there had already been a 9½ cent advance during the first 10 days of July. Corn must display some strength in the next 10 to 20 days if it has any power of recovery at all.

Apparently any advance in corn prices will be largely seasonal, as a result of smaller receipts of corn and increased feeder demand due to better summer markets for hogs and cattle. Corn price is still on the down side of its cycle. Top June price was 2½ cents lower than the top April price at Kansas City. Since 1892, such a decline at that season of the year has nearly always been associated with corn prices that are yet to reach lower levels.

Daily Closing Prices

The daily closing prices for wheat, corn, oats, rye and barley for September delivery at following markets for the past two weeks, have been as follows in cents per bushel:

	June 22.	June 23.	June 24.	June 25.	June 27.	June 28.	June 29.	June 30.	July 1.	July 5.	July 6.	July 7.	July 8.	July 9.	July 11.	July 12.
Wheat																
Chicago	50¾	50¾	50	51¾	50½	51½	50½	50½	50½	50½	49¾	51¾	51	51½	50¾	48¾
*Winnipeg, October	49¾	49¾	48¾	49¾	49¾	49¾	49¾	49¾	49¾	49¾	49¾	50½	49¾	49¾	49¾	48¾
*Liverpool, October	52½	53	53¾	53	54¾	53	53	52½	52½	51¾	52¾	53¾	53¾	53¾	52¾	50¾
Kansas City	43¾	44¾	43¾	44¾	43¾	44¾	43¾	43¾	43¾	43¾	43¾	44¾	45	44¾	43¾	42¾
Minneapolis	51¾	51	50¾	51¾	50¾	51½	50¾	50¾	50¾	49¾	50¾	50¾	49¾	49¾	48¾	48
Duluth, durum	46¾	46¾	45¾	46¾	45¾	46¾	45¾	45¾	45¾	44¾	45¾	46¾	45¾	45¾	44¾	43¾
Omaha	44¾	44¾	43¾	45	44¾	44¾	44¾	44¾	44	43¾	43¾	45¾	44¾	44¾	43¾	....
St. Louis	50¾	50¾	49¾	50¾	49¾	50¾	49¾	49¾	49¾	49¾	49¾	50¾	50¾	51	50¾	50
Milwaukee	50¾	50¾	49¾	51¾	50¾	51¾	50¾	50¾	50¾	50¾	49¾	51¾	51	51¾	....	....
Corn																
Chicago	31¾	32½	31¾	32¾	31¾	31¾	30¾	30¾	30¾	30¾	30¾	32½	31¾	32	31¾	31¾
Kansas City	31¾	31¾	31	31¾	30¾	30¾	30¾	30¾	30¾	30¾	30¾	30¾	30¾	30¾	30¾	30¾
Omaha	28¾	29¼	28¾	29¾	28¾	28¾	28¾	28¾	28¾	28¾	28¾	29¾	29¾	29¾	28¾	....
St. Louis, July	29¾	29¾	29¾	29¾	27	26¾	26¾	26¾	25½	25½	25½	27¾	27¾	27¾	27	....
Milwaukee	31¾	32½	31¾	32¾	31¾	31¾	31	31	31	30¾	32½	31¾	32	....	....	....
Oats																
Chicago	20¾	20¾	20½	20¾	20¾	20¾	20¾	20¾	20¾	19¾	19¾	19¾	20¾	20¾	19¾	19¾
Winnipeg, October	29¾	28¾	28¾	29¾	28¾	28¾	28¾	28¾	28¾	28¾	28¾	28¾	28¾	28¾	29	28¾
Minneapolis	18¾	18¾	18¾	19	18¾	18¾	18	18	17¾	18¾	18¾	18¾	18¾	18	17¾	17¾
Milwaukee	20¾	20¾	20½	20¾	20¾	20¾	20¾	20¾	20¾	19¾	19¾	19¾	20¾	20¾	....	....
Rye																
Chicago	32¼	32¾	32	32¾	32	31¾	31¾	31¾	31¾	31¾	31¾	32¼	32	32	31¾	31¾
Minneapolis	30¾	30¾	30	30¾	30¾	30¾	29¾	30¾	29¾	29¾	29¾	29¾	29¾	29¾	29¾	28¾
Winnipeg, October	34¾	34¾	34¾	35¾	34¾	34¾	34¾	34¾	34¾	34¾	34¾	34¾	34¾	34¾	34¾	33¾
Duluth	31¾	32	32	31¾	31¾	31¾	31	31	31	30¾	31¾	31¾	31	30¾	30	....
Barley																
Minneapolis	28¾	28¾	28¾	29¾	29¾	29¾	29¾	30¾	30¾	30¾	30¾	29¾	28¾	28¾	28¾	27¾
Winnipeg, October	34¾	34	33¾	34¾	33¾	33¾	33¾	33¾	33¾	32¾	32¾	32¾	32¾	32¾	32¾	31¾

*Deduction made on wheat only for depreciated currency.

Government Crop Report

Washington, D. C., July 11.—The U. S. Dept. of Agriculture makes the following forecasts for the United States as of July 1:

Crop, bus.	Condition		Acreage, 1,000 acres.	Production in millions, indicated by condition July 1,	1931.	1932.
	Pct.	Pct.				
Corn, bus....	83.7	84.9	108,609	2,557	2,996	
Winter wheat	82.3	64.7	33,245	787	432	
Dur. wheat, 4 states....	57.9	84.2	4,141	18	55	
Other spring wheat, U.S.	53.4	84.2	18,028	86	250	
All wheat....	75.2	71.8	55,144	892	737	
Oats	80.1	78.1	41,994	1,112	1,217	
Barley	70.7	81.6	13,895	199	312	
Rye	68.2	82.2	13,324	32.7	44.3	
Flaxseed	60.2	76.4	2,667	11.0	18.2	
Rice, 4 states	84.1	85.7	845	45.0	38.0	
Hay, tame, tns	73.6	76.7	52,424	64.2	68.3	
Hay, wild....	61.0	83.2	13,327	8.1	11.7	
Hay, all clo.						
and tim....	76.6	72.9	23,668	27.6	25.6	
Hay, alfalfa.	73.5	84.5	12,504	20.9	26.8	
Beans, dry edible						
100-lb. bags	80.7	77.8	1,477	12.7	9.4	

Black Chaff in the Southwest

From Northern Oklahoma to the Platte River in Nebraska an epidemic of black chaff disease has developed, according to R. O. Cromwell, of Lamson Bros. & Co., aided by the heavy rains.

It is a bacterial species living over one year to the next on old straw. It attacks from the outside the plant and rots the lower straw and stem, reducing the passage of food material to the head, preventing proper filling, and penetrating the chaff. The diseased parts are blackened.

By some it is mistaken for black rust.

Decrease in Planted Spring Wheat Acreage

Chicago, Ill., July 1.—Winter wheat condition is 67.3, a loss of two points from our condition of 69.3 a month ago. Based on estimated yield per acre of our correspondents, a crop of 455,874,000 bushels is indicated.

Spring and durum wheat condition is 89.5, compared with our condition of 89 last month. Based on our acreage of 18,267,000 acres, the above condition indicates a crop of 261,240,000 bus. Our reports continue to show a decrease in the PLANTED acreage. The Crop Reporting Board claim that 20,133,000 acres were planted last year but that 3,156,000 acres WERE ABANDONED BEFORE JULY 1ST. We do not believe any well posted grain man will "swallow" this statement.

Corn condition 86.3 compared with 83.7 last year and ten-year average of 81.7. Acreage 108,671,000 compared with 104,970,000 harvested last year. Indicated crop 3,167,000,000.

Oats condition 79.9 compared with our condition of 81.9. Acreage 41,945,000 compared with 39,722,000 harvested last year. Indicated crop 1,317,000,000 bus.

Rye condition 81.8, compared with our condition of 82.6. A crop of 42,855,000 bus. is indicated by our reports. This compares with our estimate of 41,854,000 last month.

Barley condition 82.9, compared with our condition of 85.9 last month. Acreage 13,550,000 compared with 11,471,000 acres harvested last year. Indicated crop 325,000,000 bus.—E. H. Miller, statistician Jas. E. Bennett & Co.

Winter Wheat 428,000,000 Bus.

Chicago, Ill., July 1.—Winter wheat condition is 66.4% of normal compared with a ten-year average of 75.7. The indicated yield is 13.3 bus. per acre, and total forecast 428,000,000 bus. A month ago our forecast was 431,000,000. Crop last year was 787,000,000 and the average for the preceding five years 590,000,000 bus.

During June there has been some improvement in the hard wheat area of Nebraska and Kansas, but some lowering of estimates in the soft wheat section east of the Mississippi River and also in the State of Washington. Heavy June rains in the Southwest may reduce the quality somewhat; they certainly have made harvest more difficult than if it were dry.

The spring wheat forecast is 280,000,000 bus.; a month ago our forecast was 255,000,000 bus., thus reflecting the favorable June. Crop last year was only 105,000,000 bus., the average for the preceding five years being 271,000,000 bus. Condition is 87.5 per cent of normal compared with 76.6, the ten-year average.

Corn promises 3,083,610 bus. on a condition of 85.1% against a crop of 2,556,863,000 bus. in 1931.

Oats promises 1,260,680,000 bus. on a condition of 78%, against a crop of 1,112,142,000 in 1931.

Stocks of wheat on farms July 1 are estimated to be 70,700,000 bus. against 31,900,000 a year ago; and in country mills and elevators 40,800,000 against 30,200,000 a year ago.—Nat C. Murray, statistician, Clement, Curtis & Co.

Coming Conventions

Trade conventions are always worth while, as they afford live, progressive grain dealers a chance to meet other fellows from the field of daily strife and to be convinced that the much maligned horns are truly mythical. You can not afford to pass up these opportunities.

July 20-22. Mutual Millers & Feed Dealers Ass'n at the Hotel Jamestown, Jamestown, N. Y.

Aug. 8-12. Seed Analysts of North America at Fargo, N. D.

Aug. 18-19. New York State Hay & Grain Dealers Ass'n, Onondaga Hotel Syracuse, N. Y.

Sept. 14-15-16. Pennsylvania Millers & Feed Dealers Ass'n, Americus Hotel, Allentown, Pa.

Sept. 19-21. Grain & Feed Dealers National Ass'n, French Lick Springs Hotel, French Lick, Ind.

Large Spring Wheat Crop Promised

Chicago, Ill., July 1.—Spring wheat acreage planted shows very little loss and is estimated for harvest on July 1 at 19,359,000. Spring wheat condition is reported at 86.0% forecasting a yield per acre of 13.8 bus. and a production of 269,154,000 bus. Improvement has been general in leading states except the Pacific Northwest where frost and drouth gave a decline in the amount estimated from last month.

The indicated yield of winter wheat is 12.6 bus. and forecasts a production of 406,690,000 bus. The estimate is based on an acreage for harvest that may prove too large in which event production would be apt to fall below 400,000,000 bus. Drouth has taken further toll from Ohio and Indiana eastward since June 1 and there was a decline in the Big Bend section of Pacific Northwest. Improvement was nil or very slight elsewhere.

Indicated production of rye is 42,010,000 bus. and yield per acre 12.8.

Oats condition is 79.6% of normal and forecasts a production of 1,293,000,000 bus. compared with 1,285,000,000 our report last month. There was a June decline in the eastern and improvement to steady in the western and central belts.

Corn condition is 83.1% of normal indicating 28.3 bus. per acre (the highest since 1925) and a production of 3,002,678,000 bushels.

The indicated production of barley is 319,000,000 bus.—R. O. Cromwell, statistician Lamson Bros. & Co.

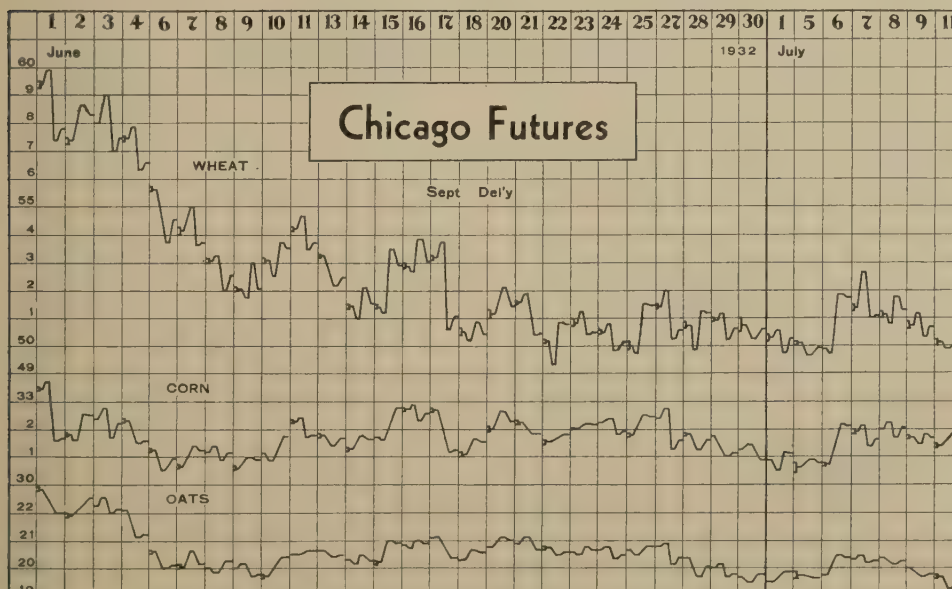
Well-Kept Elevator Office Attracts Business

Every once in a while the traveler calling on country elevators is surprised upon entering an office to find it well kept and so orderly that it would do credit to any city building that boasts hired janitor service and a corps of office workers.

Classed among the best of such is the small, white office of the DeSoto Elevator Co. at DeSoto, Kan., operated by H. Dicken and C. W. Morse, with the aid of a capable bookkeeper. The customary spittoon or abused sand-box is absent, the floor is clean, desks are arranged orderly with consideration for light, pigeon holes classify office detail, filing cases provide ready reference to all correspondence, and cases along part of one wall house office supplies, out of sight.

Most unusual of all is a vase of flowers, colorful, fresh from a home garden spot, in a prominent position on the most prominent desk. They are worthy of special comment for the influence they bear in making the office attractive.

Experience bears out the conviction that a clean, attractive, prosperous looking office normally is backed by intelligent, business-like operators of a prosperous business.



Grain Movement

Reports on the movement of grain from farm to country elevator and movement from interior points are always welcome.

Omaha, Neb., July 5.—The first car of new Nebraska wheat to arrive in Omaha was sold on the floor of the Omaha Grain Exchange today. The wheat came from Jansen, Neb. It graded No. 1 hard winter and contained 11.85% of protein. It sold for 45c a bu.

St. Joseph, Mo., July 1.—Grain storage figures for the last week in June showed 4,816,000 bus. of wheat in St. Joseph elevators and mills, with a total of 5,488,000 bus. of all grain in this market. The total St. Joseph storage amounts to 10,352,000 bus. A year ago, wheat in storage amounted to 4,255,000 bus., and all grain 4,964,000 bus.; storage a year ago was the same as at present.

Supreme Court Decisions

Digests of recent decisions by State and Federal Courts involving rules, methods and practices of the wholesale grain, field seeds and feedstuffs trades.

Shipper Entitled to Lowest Rate.—Shipper is entitled to more favorable of two applicable tariffs.—*Western Grain Co. v. St. Louis-San Francisco R. Co.* U. S. Circuit Court of Appeals. 56 Fed. (2d) 160.

Warehousemen.—Statute requiring warehousemen to furnish tax assessor list of property stored, owners, and residence, held "revenue law" and enforceable by injunction (Rev. St. 1925, arts. 4669, 7243).—*Interstate Forwarding Co. v. Vinyard, Tax Assessor.* Supreme Court of Texas. 49 S. W. (2nd).

Collection of Drafts.—As respects claimed trust relationship, instruction printed on draft forbidding commingling of proceeds with funds of collecting bank held notice that bank was drawer's agent.—*Love, Supt. of Banks, v. Meridian Grain & Elevator Co.* Supreme Court of Mississippi. 139 South. 857.

Seed Growers Contract.—Where farmer agreed to grow 350 acres of grass seed at certain price for buyer, but contract did not describe land, no title passed to crop. Title to crop does not pass under contract to sell crop to be grown on land which grower may later lease.—*Weaver Bros. v. Jagers.* Court of Civil Appeals of Texas. 42 S. W. (2nd) 74.

Seller of Land without Claim against Buyer of Grain.—One contracting to sell farm lands, under agreement requiring purchaser to deliver half grain crop in vendor's name for application of proceeds on contract could not maintain conversion against elevator company buying grain from purchaser.—*McDowell v. Geist.* Supreme Court of Kansas. 8 Pac. (2d) 372.

Time Limit for Suit against Carrier.—State statute limiting time for suing for railroad agent's failure to notify consignee of arrival of shipment held applicable to interstate shipment; no conflicting federal statute being applicable (Crawford & Moses' Dig. §§ 897, 913.) Crawford & Moses' Dig. § 897, requires railroad to notify consignee of arrival of shipment, and section 913 provides that action for failure to do so must be brought within one year after cause of action accrued, or within one year after complaining party acquired knowledge of right of action, and within two years in any event.

—*M. P. R. Co. v. Armstrong.* Supreme Court of Arkansas. 44 S. W. (2d) 1093.

Commission Merchants Can Collect Overcharges.—Commission merchants who, as consignees, had paid unlawful charges exacted from them, were proper plaintiffs, since, as they would have been liable for an undercharge they could recover for an overcharge, and neither fact of subsequent reimbursement by plaintiffs from funds of shippers nor disposition which might thereafter be made of damages recovered was of any concern to the wrongdoers. Moreover, they were factors for shippers and as commission merchants, under established usage, empowered to pay freight

and related charges and to file claims for overcharges and settle with carriers therefor. Evidence sustained Commission's findings that unloading of live stock at Chicago stockyards was part of transportation provided for in line-haul carriers' tariffs, and that therefore collection of extra unloading charge from shippers' factors was unlawful practice (Interstate Commerce Act §§ 8, 16 (2), 49 USCA §§ 8, 16 (2).—*Adams v. Mills, Director-General.* Supreme Court of the United States. 52 Sup. Ct. Rep. 589.

Use of Switch Tracks.—Railroad Commission cannot force railroad to use shipper's private tracks, nor shipper to allow railroad's use thereof (Crawford & Moses' Dig. §§ 1649, 1650; Acts 1921, p. 177.) Railroad and shipper could not contract for use of shipper's private spur tracks so as to discriminate against others (Crawford & Moses' Dig. §§ 1649, 1650; Acts 1921, p. 177.) Such parties could not so contract as to make the freight rates of the shipper either greater or less than the regular rates. Railroad must either do switching which is necessary part of transportation, or pay shipper reasonable compensation for doing such switching (Crawford & Moses' Dig. §§ 1649, 1650; Acts 1921, p. 177.)—*M. P. R. Co. v. Whelen Springs Gravel Co.* Supreme Court of Arkansas. 49 S. W. (2d) 374.

Crop Mortgage.—Disposal of crops by insolvent owner and tenant leasing subsequent to mortgage, disregarding claims for possession or rent of mortgagee purchasing at foreclosure sale, requires appointment of receiver of crops (Code 1923, §§ 6660, 7472). Receiver was properly appointed, since the recording of a mortgage carries notice of parties' rights, including right to possession and usufruct; and, although by statute crop mortgage given after January 1 passes mortgagor's title to crops grown that year, mortgagor cannot deplete security of mortgage by passing a whole year's usufruct of the mortgaged property and, under Code 1923, § 6660, respecting judicial sales in equitable proceedings, occupants of land with growing crops thereon may retain possession on giving bond to secure payment of a reasonable rent; but the occupant of mortgaged lands with growing crops thereon can protect his possession and crops against purchaser at mortgage foreclosure sale suing in ejectment only by securing the rents as fixed by the jury pursuant to Code 1923, § 7472.—*Federal Land Bank of New Orleans v. Wilson.* Supreme Court of Alabama. 141 Southern 539.

Delivery Must Be Up to Sample

Arthur McGuire Co., Minneapolis, Minn., plaintiff, v. Blair Elevator Corporation, Atchison, Kan., defendant, before Arbitration Com'te No. 2 of the Grain and Feed Dealers National Ass'n composed of Frank G. Coe, C. A. Davis and W. M. Moore.

This case involves a car of barley sold by defendant to plaintiff by sample. The confirmation of the plaintiff specified that the two cars of barley were bought on "Atchison weights, like samples." The confirmation of the defendant reads "Official weights and grades at Atchison." When the plaintiff received the defendant's confirmation it first made a notation in the body of it "to be like sample" after which it signed it and returned it to the defendant. Defendant made no objection to this notation nor did it make any objection to the original confirmation of the plaintiff which also specified that the barley was to be like sample.

When the disputed car of barley arrived at Minneapolis it was inspected as "sample grade sour." The plaintiff called for a reinspection by the Minnesota State Inspection Department and the grade was changed to "No. 3 barley." Plaintiff then applied the car on contract to its buyer, to whom it had originally sold at time bought from the defendants by sample,

and the parties to whom the car was delivered called federal appeal which sustained the original Minnesota state inspection of "sample grade sour." The sample was further submitted to the federal supervising inspector at Chicago who in turn confirmed the original Minnesota state inspection and the federal appeal at Minneapolis. It is apparently admitted by all parties concerned that the original sample submitted to the plaintiff by the defendant was not sour.

The Com'te holds that in submitting a sample of this barley to the plaintiff and then offering no objection to the plaintiff's original confirmation or to the insertion on its own confirmation of the notation "to be like sample" the defendant was under obligation to furnish to plaintiff on arrival at Minneapolis a car of barley equal to the sample submitted. The evidence is conclusive that it did not do this.

The evidence also indicates that the plaintiff used due diligence in protecting all parties concerned in disposing of the rejected car.

We, therefore, find in favor of plaintiff, for \$112.80 and assess the cost of arbitration against defendant.

Insurance Notes

A bill imposing a tax of 3 per cent on gross premiums of fire and casualty companies has been introduced in the Louisiana legislature by Rep. Stich as H. 252. The policyholders must pay the tax if the companies continue to write insurance in that state.

Under the standard form of insurance policy it becomes void when the sole ownership is not in the person named as the insured. Thus a policy may be void after sale or in the first instance if a partner, husband or wife, had an interest in the property and was not named as the insured. To be collectible the facts regarding ownership should be stated by endorsement or mention in the form attached to the policy.

R. W. Tesch, state fire marshal of Wisconsin recently visited 7 portable mills and found that few of them carried a fire extinguisher of any type and that but one carried full coverage insurance for the protection of the operator and the customer. He described some of the possible fire hazards, which included gasoline leakage from the carburetor; trash and oat hulls being allowed to accumulate on the frames and floors of the motors; lack of a ground to carry off static electricity; hot exhaust pipes, and possible dust explosion while operating inside a barn or corn crib. None of the precautionary requirements imposed on stationary grinders now apply to portables, he said.

Draft Bonds

provide protection against losses on Draft proceeds, caused by bank failures.

For information, write or wire

Wirt Wilson & Company

General Insurance

Builders Exchange Building
Minneapolis, Minnesota

For Reference Refer to this Magazine

Grain Claims Bureau, Inc., Box 687, Station A, Champaign, Ill.

Freight claim audits of your account sales returns three times per year will save you several dollars in a year's shipping. Audits on a percentage basis only, no other costs. A trial is solicited.

W. S. BRAUDT,
AUDITOR AND TREASURER.

Grain and Feed Trade News

Reports of new firms, changes, deaths and failures; new elevators, feed mills, improvements, fires, casualties and accidents are solicited.

CALIFORNIA

Broderick, Cal.—Have located here but am out of the grain business at present. Expect to get in again later.—Cecil Sherer [formerly at Payette, Ida.]

CANADA

Frankford, Ont.—James MacAlary's flour mill was damaged by fire June 29; loss, \$28,000.

Peterboro, Ont.—James M. Frankford's flour and grist mill burned on June 29; loss, \$20,000; no insurance.

Fort William, Ont.—A. L. Searle, father of Stewart A. Searle of Searle Terminal, Ltd., which operates a large elevator here, is recovering from a serious operation for appendicitis.

Vancouver, B. C.—Spillers, Ltd., of London, Eng., one of the largest milling companies in the British Empire, has taken full control of the Vancouver Milling & Grain Co., Ltd., with J. A. Gilchrist as managing director.

Leinan, Sask.—The elevator here owned by the Province Elvtr. Co., Ltd., burned about the middle of June; loss, \$30,000; the elevator contained about 15,000 bus. of wheat. The fire was reported to have been caused by spontaneous combustion.

London, Ont.—The new 600-barrel flour mill of T. Dexter & Sons, that replaces the mill burned last March, is about completed. Some of the machinery in the former plant, which was found to have been unharmed by the fire, has been used in the new mill, which will be in operation in time for the new crop.

Toronto, Ont.—Victor C. Green, manager of the Toronto office of James Richardson & Sons, Ltd., for years, due to illness is taking an extended vacation and has been succeeded by W. H. Caldwell, who has been with the company for 16 years, coming to Toronto from the Kingston office, which he has been managing. Formerly the headquarters of the company were at Kingston, but since the war Pres. James A. Richardson has made Toronto his headquarters.

WINNIPEG LETTER

We are indebted to Sec'y A. E. Darby for the 43-page booklet just received, containing the list of members of the Winnipeg Grain Exchange as of Oct. 10, 1931.

Friends of E. S. Parker, a prominent Grain Exchange member, are glad to see him again on the floor of the Exchange after his long absence due to an accident last fall.

Harley L. Flood, located at Duluth, Minn., with the Cargill grain interests for several years, is opening an office in this city for the company, under the name of the Cargill Grain Co., Ltd.

The Gillespie Terminal Grain Co., of Fort William, filed a petition in court, on June 27, asking that the Manitoba Wheat Pool be declared bankrupt and a receiver appointed. It is stated by the elevator company that it obtained a judgment for \$75,000 against the Pool for breach of agreement last year, and that an execution against the Pool was later returned unsatisfied with the notation that there were no assets which could be levied.

COLORADO

Sterling, Colo.—The W. C. Harris Co. has bot the local plant of the Longmont Farmers Milling & Elvtr. Co.

Colorado Springs, Colo.—The warehouse which was recently destroyed by fire was a very small affair, and about 60 years old, in fact was the first warehouse erected in Colorado Springs for handling of grain, and was used during the Leadville days when Colorado Springs was the headquarters for freighting to that locality. The loss was small and was fully covered by insurance.—The Seldomridge Grain Co., by C. B. S.

Seibert, Colo.—The Red Elvtr., formerly operated by Hugh Baker and later by F. J. O'Donnell, has been sold to a Kansas City grain firm, it is reported.

ILLINOIS

Bluffs, Ill.—The Bluffs Farmers Grain Co. has installed a new truck lift.

Seneca, Ill.—We have just completed a cement driveway to our north elevator.—M. J. Hogan Grain Co.

Alvin, Ill.—I have rented my elevator at Alvin to Singleton & Merritt, who took possession June 1.—George L. Merritt (Rossville, Ill.)

Bondville, Ill.—Thieves entered the grain office of M. A. Kirk & Co. during the night of June 21, securing a few pennies from the safe, which had been left unlocked.

Chatsworth, Ill.—The R. B. Stoddard Grain Co.'s elevator burned June 21, at 5:45 p. m. The fire was that to have been caused by an overheated bearing in the top of the elevator.

Farmersville, Ill.—The Farmersville Co-op. Elvtr. Co. has filed suit in the county court against C. N. Gerhard, of Farmersville. Judgment was rendered for \$494.97 on a note given June 16, which has been defaulted in payment, it is reported.

Carmi, Ill.—W. R. Tate recently announced that he had taken over the elevators formerly operated by William C. Smith, who died late in April, at this point and at Epworth, and would purchase the present wheat crop for Igleheart Bros., of Evansville.

Camargo, Ill.—Forest Koehn, of Fairland, has leased the elevator here which has been in the hands of a receiver since Fred Kaga, who operated as the Camargo Grain Co., disappeared several months ago. The elevator had only recently been completed.

Shabbona, Ill.—W. H. Hermann Grain Co., incorporated; capital stock, \$15,000; incorporators: William H., Marguerite E. and Irvin W. Hermann; to conduct a general grain and lumber business. Mr. Hermann's elevator at this point burned this spring.

Eldena, Ill.—The Eldena Co-op. Elvtr. Co.'s elevator burned at 10:30 p. m., June 24; loss, \$20,000; covered by insurance; the house contained about 5,000 bus. of wheat and corn. Plans for rebuilding the elevator were started the day following the fire.

Oakwood, Ill.—I now have the Oakwood, Bronson and Muncie elevators, succeeding the Rodgers Grain Co.—C. W. Hillman Grain, by C. W. Hillman. [Another report states that Mr. Rodgers will continue operation of the elevator at Brothers, north of Oakwood.]

Sicily (Pawnee p. o.), Ill.—The Midland Grain Co., Inc., the incorporation of which was reported in the last number of the Journals, is the successor to the Sicily Farmers Grain Co., which since 1926 was owned by Otto Young & Co. The elevator is located on the Chicago & Midland Railroad.

Kewanee, Ill.—On June 30 a meeting was held in Wesley Hall, in the evening, open to the general public and sponsored by the Farmers Grain Dealers Ass'n of Illinois. R. I. Mansfield discussed the increase of taxes, and Lawrence Farlow spoke on the monopoly of the government in the grain business as it affects the farmer.

Bement, Ill.—One of the meetings being held throuth the state under the auspices of the Farmers Grain Dealers Ass'n of Illinois was held here on June 27, in the High School Auditorium at 7:45 p. m. Lawrence Farlow, sec'y of the ass'n, spoke on "The Farmers Elevators vs. the Grain Monopoly"; R. I. Mansfield, on "Markets, Taxes and the Government." The slogan of the movement is "Higher prices for farm products and lower taxes on our homes and farms."

Paris, Ill.—G. A. Rahel, business manager of the Rudy Huston Grain Co., committed suicide on June 28 in the office of the company. He was 49 years of age.

Washington, Ill.—The Chas. J. Ficht Grain & Coal Co. has purchased the Santa Fe elevator (formerly operated by the Washington Co-op. Farmers Grain Co., which still operates two houses here), and has remodeled it. The company will buy grain on the farms and with a fleet of trucks haul it to the elevator and ship to market, making a nominal charge for hauling.

Bourbon, Ill.—Frank C. Dever brot suit against the firm of Horton & Reeder, of Garrett, also operating an elevator at Bourbon, claiming he had delivered grain to the Bourbon elevator, for which he had not received full settlement. Horton & Reeder claimed Dever had purchased feed, seed and coal from them in amounts sufficient to pay his claims against them. The case was decided in favor of the elevator firm.

Taylorville, Ill.—Farmers and business men of this section attended a meeting on June 23, being one of a number held all over the state at the call of the Farmers Grain Dealers Ass'n of Illinois, in the interest of higher prices for farm products and lower taxes. The speakers were T. R. Cain, pres. of the Farmers National Grain Dealers Ass'n; Lawrence Farlow, sec'y of the Farmers Grain Dealers Ass'n of Illinois, and Frank Delany.

Sparta, Ill.—At the annual meeting of the Southern Illinois Millers Ass'n, held in this city June 28, C. A. Carter was elected pres.; A. B. Hammel, first vice-pres.; C. H. Koenigsmark, second vice-pres., and J. L. Grigg, sec'y and treas. Dr. W. A. Colyer, of Garret, Ill., a large land owner, spoke at the meeting, telling how the independent farmer had suffered due to the Agricultural Marketing Act, which had practically destroyed his business instead of aiding him; 24,000 farmers of Mr. Colyer's district are demanding the repeal of the act and the discontinuance of the Federal Farm Board.

Decatur, Ill.—More than 60 grain dealers, most of them from central Illinois, attended a meeting at the Decatur Club on the evening of June 28. N. L. Hubbard, pres. of the Illinois Grain Dealers Ass'n, made a talk in which he scored the government for being in business to the detriment of legitimate business men. W. E. Culbertson, sec'y of the ass'n, urged members to acquaint their congressmen with the necessity for withdrawing the agricultural marketing act. Other speakers were Guy Robertson, of Atwood; Otto Collins, of Tuscola; F. L. Evans, of Decatur, and H. J. Kapp, manager of the Staley Co.'s grain department.

CHICAGO NOTES

Board of Trade memberships are selling at \$4,000, an advance of \$200 over the previous sale.

Salary reductions of 12½% for all employes of the Board of Trade were voted by the directors on June 21, effecting an estimated saving of \$72,000 annually.

Charles D. Barney & Co. succeeds Farnum, Winter & Co., and offices have been opened on the 14th floor of the new Field Bldg. Ed. Roach is in charge of the grain department.

Louis Thompson, an employe of Board of Trade firms for 50 years, the last 20 of which he was connected with the Norris Grain Co., died at the Augustana Hospital, July 2, at the age of 67 years.

Recent new memberships in the Board of Trade include the following: John Vaughan Clarke, Lewis R. Stark, Sol Levine and John A. Kemp. Memberships transferred: Fred L. Richards, Ralph R. Hartley, James B. Roy, Albert M. Adams, Frank J. Sullivan, Frederick A. Smith, Solomon H. Kesner, Charles G. Cushing, William B. Lane, Hermon A. Toof and Arthur F. Broderick.

Mark Smith, grain broker, jumped to his death from the 14th floor of the Insurance Exchange building on July 12. He had been a member of the Chicago Board of Trade for some time, with offices at 332 S. La Salle St. He had resigned from his membership in the Clearing House on July 1, and ill health and the excessive government taxation had been responsible for his avowed intention to retire from business.

A new schedule of broadcasts of daily price quotations on the Chicago Board of Trade was inaugurated on June 22, when Radio Station WGN started to broadcast the markets for five minutes at 10:25 and 11:30 a. m., as well as giving the opening quotations at 9:30 a. m. The remainder of the schedule will continue unchanged, with broadcasts from WMAQ at 9:45 a. m., except Tuesdays and Thursdays, and at 12:30 and 1:22 p. m. except Saturdays, when the closing broadcast is at 12:05 p. m. The Board of Trade will remain on daylight saving time until Sept. 25.

At the central and eastern meetings of the Arcady Farms Milling Co. held in Chicago and New York last month, at which Arthur Meeker, pres., Wirt D. Walker, first vice-pres. and general manager, and Rudolph Opsal, general sales manager, spoke, giving their prophecies on the outlook for the feed business for the coming year, it was announced that hereafter Mr. Opsal would confine his efforts as sales manager to the central states and George F. Thatcher would become sales manager for the eastern district for the company. Heretofore Mr. Opsal has covered both territories.

INDIANA

Servia, Ind.—Mutual Grain Co. is installing new Sidney Electric Truck Dump.

Farmersburg, Ind.—The Lash Milling Co. has installed a new totally enclosed motor.

Peru, Ind.—Peru Grain & Coal Co. is installing new Sidney Kwik-Mix Feed Mixer.

Marion, Ind.—Thomas Milling Co. is adding Sidney Hammer Mill Feeders to its equipment.

Argos, Ind.—The Nickle Plate Elvtr. is installing new Sidney Combined Corn Sheller and Cleaner.

Farmers (Carthage p. o.), Ind.—A new pneumatic truck dump has been installed at the T. Rich Reed elevator.

Francesville, Ind.—The Farmers Co-op. Co. has installed a new scale, sheller and shaker feeder and put a new floor in the driveway.

Buck Creek, Ind.—Lawson Williams has sold his elevators and coal business at this point and at Colburn to W. A. Ostrander, of Lafayette.

Somerset, Ind.—Somerset Feed Mills are installing new electrical equipment and elevator equipment furnished by the Sidney Grain Mach. Co.

Sedalia, Ind.—James Stephenson has purchased the Sedalia elevator from James Lucas, and will operate in connection with his Moran elevator.

Cowan, Ind.—An elevator owned by Harry L. Burcaw burned on the morning of June 21; cause of fire unknown; loss partly covered by insurance.

Cynthiana, Ind.—The Ziliak-Schafer Elvtr. Co. recently completed electrification of its plant. A 25-hp. gasoline engine had been doing duty for approximately a quarter of a century.

Amboy, Ind.—It is reported that C. L. Aukerman, former local manager of the Farmers National Grain Corp.'s elevator here that burned last fall and which has not been replaced, is installing a blower to load cars and a dump and hoist to unload wagons and trucks during the coming harvest.

Vincennes, Ind.—A grass fire that got out of control threatened the Southside Elvtr., June 23, but was put out by the fire department just in time to save it. The elevator, which is operated by Elmer Hutton, was filled with hominy, which the Vincennes Packing Corp., owner of the building, is canning.

Cammack, Ind.—William K. Gilbert has been appointed receiver for the Farmers Co-op. Grain Co., of this place. The appointment was made on the petition of a stockholder, who alleges that the company is insolvent, with liabilities of \$24,000 and assets of approximately \$15,000. The receiver will operate the elevator this season.

Linton, Ind.—The Linton Mills, which have not been operated for four years, will be re-opened and operated by the Indiana Farm Buro, Inc. The buro operates stores and mills in 87 counties of the state, but this is the only one of its mills that produces flour.

Piercetown, Ind.—The elevator here formerly operated by Kraus & Apfelbaum and which has been in the hands of a receiver, will hereafter be known as the Piercetown Elvtr., the new owners being M. Mayer and Herbert Isay, managers of the Mayer Grain Co. at South Whitley. They have appointed Merritt Bennett as the manager of the Piercetown elevator.

Rensselaer, Ind.—A meeting of farmers and business men was held in the Armory here, June 29, at 7:45 p. m., called by the farmers Grain Dealers Ass'n of Indiana. The principal speakers were Lawrence Farlow, R. I. Mansfield and Millard R. Myers. Mr. Mansfield spoke on "The Alarming Rate of Tax Increase." Mr. Myers' subject was "Blind Alleys and Open Roads."

Redkey, Ind.—The deal by which Glen E. Cotterman, of Dayton, O., purchased the Goodrich Bros. elevator property on West High St. and their lease on the South Union St. elevator, which is the property of Lewis McVey, was reversed after the fire reported in the last number of the Journals, which occurred only three days after the deal was made. Mr. Cotterman took the loss and Goodrich Bros. again assumed the lease of the McVey elevator. Wert Warren will continue as manager of the elevator.

LaGrange, Ind.—Damage estimated at \$5,000 was done by fire to the old Farm Buro Mill June 15; insurance on building and machinery was \$5,000 and on contents \$3,000. The building contained elevating and grinding machinery valued at \$5,000, about 1,300 bus. of wheat, 700 bus. of corn, oats, barley and a quantity of meat scrap and miscellaneous feed. The grain and feed were injured more by the water than by the fire. Some of the machinery escaped serious damage. It is expected that the building will be restored.

Foresman, Ind.—The Standard Elvtr. Co. is making extensive improvements at its elevators. New truck scales and dumps have been installed at the elevator at Foresman; truck scales at the houses at Weishaar (Brook p. o.) and Beaver City (Brook p. o.), and the Julian (Foresman p. o.) elevator has been repaired. Charles Russell, general manager, has employed the following as local managers: William B. Lyons and Omar Fleming at Brook; George Miller at Foresman; Lloyd VanNatta at Julian, and Walter Nading at Beaver City. The Weishaar elevator will be managed by Foresman.

Windfall, Ind.—Approval of sale in receivership of two elevators of the Windfall Grain Co. but delay in disposing of the third was ordered in superior court recently. Sale of the Windfall and Nevada elevators to the Farmers Grain & Supply Co., which already operates an elevator at Windfall, was approved, the buildings, real estate and equipment being purchased for \$4,325. The Standard Elvtr. Co. had arranged to buy the Curtisville elevator of the Windfall Grain Co. from Receiver Higbee, but Ralph Harting, as representative of the Estate of Sherman B. Harting, a large stockholder, filed a protest against the sale of the Curtisville plant, which was allowed by the judge.

IOWA

Wilke, Ia.—J. L. Burt's elevator burned on July 6.

Sheldon, Ia.—The local office of the Farmers National Grain Corp. has been closed.

Rodman, Ia.—The local elevator and coal sheds of the Quaker Oats Co. have been remodeled.

Cedar Rapids, Ia.—Public notice has been given of the dissolution of the corporation of Mid-States Grain, Inc.

Stanton, Ia.—Stanton Milling Co., incorporated; capital stock, \$35,000; incorporators: R. Dibb, William White and P. L. Dibb.

Buckingham, Ia.—George Beenken was recently appointed manager of the Buckingham Grain Co.'s elevator, succeeding O. W. Minnis.

Newell, Ia.—The Galbraith Elvtr. Co.'s elevator that has been leased to Davis Bros. & Potter for the two past years, will be operated by the owner this year, who took over the plant the first of this month.

Hornick, Ia.—The Farmers Elevator Co. recently painted its office, also the home of W. E. Cose, manager, which is furnished him.—Art Torkelson.

Royal, Ia.—Dow, Hale & Lerigo have purchased sheet iron to re-cover their elevator at this point and work will be started immediately.—Art Torkelson.

Emmetsburg, Ia.—Elevator managers for the Quaker Oats Co. in this district held a picnic June 19, and a good time was had by all who attended.—A. G. T.

Knerim, Ia.—Henry Drawley, a local man, was appointed manager of the Knerim Farmers Elvtr. Co.'s elevator, relieving John Engleman, resigned.—Art Torkelson.

Whiting, Ia.—The South Side Elvtr. Co. recently built up the approaches to the elevator. Carl Streeter is the manager.—Art Torkelson, with Lamson Bros. & Co.

Plainsville, Ia.—The Farmers Elvtr. Co. recently appointed Magnus Neilson, former manager of the Farmers Elvtr. Co.'s house at Elberon, Ia., manager of its elevator.

Des Moines, Ia.—The Farmers National Grain Corp.'s branch office here was closed July 1, and was taken over by James E. Bennett & Co. The manager of the office will be R. C. Start.

Walcott, Ia.—The Farmers Elvtr. Co. recently held its annual meeting and rehired Ben Paus-tian as manager. A small profit was made thru the year, altho no dividend was declared.—Art Torkelson.

Williamsburg, Ia.—During the month of May we built an addition to our elevator, 22 x 30, 22 feet high, ironclad, for cob and dust house, with space for three bins over driveway.—Harris & Son.

Onawa, Ia.—A. D. Post, manager of the Farmers Elvtr. Co.'s elevator, at present is touring in the West and at last reports was in Denver, Colo. Verne Rounds, assistant manager, is now in charge.—A. G. T.

Templeton, Ia.—An old annex adjoining the Farmers Elvtr. Co.'s elevator has been taken down and an up-to-date feed warehouse erected with the lumber. The new building is detached from the elevator.

Templeton, Ia.—Fire-resistant asphalt roofing has replaced the shingle roof at the Charles Dozler Grain Co.'s elevator, lightning rods have been installed and an old brick power house has been taken down.

Marengo, Ia.—While working at the elevator of the Conroy Grain & Lbr. Co. recently, Herman Ahrens came into contact with a high tension wire, but fortunately escaped with only a severely burned arm and electric shock.

Eldridge, Ia.—The Farmers Elvtr. Co. held its annual meeting recently and Wm. Kuehl was re-appointed manager. A 3% dividend was declared to the stockholders. The company recently renewed its articles of incorporation.—Torkelson.

Iowa City, Ia.—James E. Bennett & Co. of Chicago has taken over the private wire office here in the Helan Bldg. formerly operated by Updike Grain Corp., subsidiary of the Farmers National Grain Corp. The same personnel will remain in charge.

Clemons, Ia.—Foreclosure of real estate and chattel mortgages held by the Bank of Clemons against the Farmers Co-op. Co. of this place was ordered by the court recently. The co-operative company operates an elevator, lumber yard and a general store.

Westfield, Ia.—We have sold our elevator property to J. J. Mullaney, of Sioux City.—C. E. Lowry & Son. [Mr. Mullaney has installed electric power, remodeled the plant and painted it. Another report is that Mr. Mullaney will erect another elevator, a 20,000-bu. iron-clad house.]

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Monroe, Ia.—Robert Tice has taken over the grain elevator here formerly operated by R. B. Hendershot, and as soon as necessary repairs are completed will start buying grain, also cattle and hogs. The elevator office, which was damaged by a severe wind storm this spring, is also being repaired.

Greenfield, Ia.—The Farmers Co-op. Elvtr. Co.'s elevator, valued at \$20,000, burned at 8:15 p. m., June 30; 800 bus. of corn, 700 bus. of oats, seed, a carload of binding twine and a carload of tankage burned also. New equipment had recently been installed in the elevator. The fire was believed to have started in the driveway.

Nashua, Ia.—E. E. Simpson, who has been postmaster here for the last eight years, has resigned his position and bot an interest in the Nashua Feed Mill, of which Galen Mellinger has been sole owner since the death of his father, several years ago. A one-ton feed mixer has been installed and it is planned to add a cereal mill at some future time.

Shenandoah, Ia.—Charles Noble, manager of the Shenandoah Grain & Coal Co., died June 19, at his home here, after an illness of less than a week. He had been ill several days with malarial fever, then suffered a stroke, after which he lived but 24 hours. Mr. Noble, who was 61 years of age, had spent his life in and around Shenandoah. He is survived by his wife and one son.—Art Torkelson, with Lamson Bros. & Co.

Carroll, Ia.—Vern Kennison and James Frazier formed the partnership of Kennison & Frazier on July 1, and opened offices in the Masonic Temple Bldg. here. Mr. Frazier was manager of the Farmers National Grain Corp.'s local office, which was operated under the name of Updike Grain Corp. and discontinued on the above date. Messrs. Frazier and Kennison will hereafter be correspondents of James E. Bennett & Co., of Chicago.

Rembrandt, Ia.—The Rembrandt Elvtr. Co. passed into the hands of the 15 directors at the public auction held on June 25, the purchasers \$21,500 for the elevator, coal sheds, cement block feed house, lease of the ground, all equipment, book accounts, feed, seed, coal and good-will. An organization meeting was held by the new owners a few days later, when it was decided to incorporate for \$24,000. The elevator will be known hereafter as the Farmers Co-op. Elvtr. Co. E. A. Tongate will continue as manager.

KANSAS

Vermillion, Kan.—Watson Bros. at this point have closed their elevator.—G. J. Ingman.

Kackley, Kan.—C. W. Bradshaw has purchased I. M. Decker's two elevators here.

Alden, Kan.—The Farmers Co-op. Grain & Merc. Co. recently installed a magnetic separator.

Caldwell, Kan.—Windstorm damaged the mill plant of the Consolidated Flour Mills Co. on June 18.

Caldwell, Kan.—Windstorm slightly damaged the elevator of the A. J. Moore Grain Co. on June 21.

Hunnell, Kan.—Windstorm slightly damaged the elevator of the Hunter Milling Co. June 19.

Wellington, Kan.—Windstorm damaged builder's risk of the Larabee Flour Mills Co. on June 18.

Portland, Kan.—Windstorm did slight damage to the elevator of the Hunter Milling Co. on June 15.

Winifred, Kan.—The Walker elevator that has been under lease is closed indefinitely.—G. J. Ingman.

Wellsford, Kan.—A new distributor is being added to the equipment of the Dunbar Grain Co.'s elevator here.

Bushton, Kan.—The stock and elevator of the K. B. R. Milling Co. were slightly damaged by windstorm on June 24.

Dalton, Kan.—The elevator office of the Hunter Milling Co. was slightly damaged by windstorm on June 18.

Halford, Kan.—The elevator and stock of the E. C. Wyatt Grain Co. were slightly damaged by windstorm on June 3.

Kingman, Kan.—The mill plant of the Consolidated Flour Mills Co. was slightly damaged by windstorm on June 19.

Eudora, Kan.—We have built a 40x20-ft. coal shed and have added coal to our sidelines.—J. D. Adams, The Eudora Mills.

Atchison, Kan.—In an addition to its feed plant here, the Blair Milling Co. has installed a 350-h.p. synchronous motor.

Powhattan, Kan.—A new cup belt has been installed in the elevator of the Powhattan Grain Co.—C. W. Stratton, mgr.

Liberal, Kan.—DeLos Platz, manager of the local office of the Benton Grain Co., was married recently to Miss Drusilla New.

Tribune, Kan.—Western Coal & Grain Co., Inc., incorporated; capital stock, \$3,000 preferred and 660 shares common no par value.

Conway Springs, Kan.—C. C. Smith has bot a new rubber covered cup belt and White Star Special V Elevator Cups of the White Star Co.

Vaughn (Rush Center p. o.), Kan.—The Conklin Co-op. Co. has purchased a new manila transmission rope from the White Star Co. for its elevator.

The branch grain inspection office of the Kansas department at Belleville was closed on June 28, and a new office was opened at Clay Center on July 1.

McPherson, Kan.—H. C. Rice has been secured to supervise the 60,000-bu. elevator recently leased by the Craig Grain Co. from the Colburn Bros. Co.

Republic, Kan.—The Rickel elevators at this point and at Warwick, Neb., are now in charge of R. E. Terry, formerly of Salina, who will live at this place.

Sylvia, Kan.—The Mid-West Grain Co. has leased the elevator north of the Santa Fe depot and will operate it this season, with M. E. Hinman as manager.

Midland, Kan.—M. A. Gorrill purchased the grain elevator at this point at public auction last month for \$335. The elevator has a capacity of about 4,000 bus.

Kismet, Kan.—The Collingwood Grain Co. has installed a new manila transmission rope in its elevator at this point, same was bought from the White Star Co.

Hutchinson, Kan.—Press reports state that the Farmers National Grain Corp. is opening a branch office in this city for southwest trade, with W. A. Howard in charge.

Hutchinson, Kan.—W. H. Poling, a former member of the Board of Trade and engaged in the grain commission business here for a number of years, died recently.

Penalosa, Kan.—The west elevator of the Farmers Elvtr. Co. was badly damaged by the windstorm of June 19; the elevator was partly unroofed and the drive torn down.

Havensville, Kan.—We have overhauled our elevator for the season, installing a 38-h.p. multiple cylinder gasoline engine, and rebuilding the dust house.—Mitchell & Marcoux.

Plains, Kan.—The new manager of the Plains Equity Exchange's elevator is W. F. Baker, formerly of Coldwater, who succeeds G. G. Mowrey, manager for the past four years.

Lucas, Kan.—The Farmers Co-op. Mfg. & Merc. Assn. is installing a new conveyor and telescoping spout and making some other repairs, material furnished by the White Star Co.

Cheney, Kan.—The Bowersock Mills & Power Co. has had new sills and plates put under the main building of its elevator and new siding put on in many places. Arthur Kinder is manager.

Lansdown, Kan.—The local elevator of the Bowersock Mills & Power Co. has been repaired and new bottoms put in the bins. Seth Harding, manager, is now ready for the new crop.

Fairview, Kan.—The properties of the Farmers Elvtr. Co. have been taken over by four of the directors, effective July 1. They expect to operate them as the Fairview Grain Co. W. E. Mettler continues as manager.

Corbin, Kan.—D. T. Foley, manager of the Corbin Mill & Elvtr. Co., which in May was reported to be considering replacing its gas engine with electric motors, writes: "The new equipment plan failed and will not be installed."

Sand Springs (Abilene p. o.), Kan.—C. W. Samuelson, who has operated the local elevator for Western Star Flour Mills during the past year, will operate on his own account this year, under the name Samuelson Grain Co.

Copeland, Kan.—Al Swanson, former manager of the Copeland Equity Exchange, who sprang into the limelight a year ago with his "eat one more slice" campaign, committed suicide early this month, due to financial reverses.

Salina, Kan.—The recent election of the Board of Trade resulted as follows: Pres., E. L. Rickel (re-elected); vice-pres., Paul Bailey; new directors: John J. Vanier, D. P. Lorenz, E. C. Wyatt, H. L. Robinson and Jay Ownes.

Cleveland, Kan.—George Gano has purchased the elevator here from the Farmers Grain & Merc. Co. An application for a receiver on behalf of some of the creditors of the Farmers Co. was recently made, as reported in the May 25 Journals.

Lucas, Kan.—J. O. Vaughn has leased the O. F. Hoopes Elvtr., which was operated last year by Jesse Tatman, now deceased, and previous to that by Dengate & Tomson. Mr. Vaughn has put the elevator in readiness for the new crop.

Johnson, Kan.—The Collingwood Grain Co., of Hutchinson, Kan., is improving the equipment of its elevators here, at Big Bow and at Saunders (all in Stanton County) by the installation of SKF Ball Bearings, supplied by the White Star Co.

Salina, Kan.—J. Roy Miller, reported in the last number of the Journals as having resigned his position of manager of the grain department of the H. D. Lee Flour Mills Co., has become associated with the Western Star Mill Co. in the sales department.

Kingman, Kan.—Lawrence McKenna and Albert Woolridge have leased the Farmers Grain & Merc. Co.'s elevator, formerly managed by the late J. T. Braly. Mr. McKenna will be in charge of the elevator and Mr. Woolridge will handle the marketing of the wheat.

Galatia, Kansas—The Wall-Rogalsky Milling Co., of McPherson, has installed a dump grate in its elevator at this station and also at McPherson, Kan. A new manila transmission rope was also installed at McPherson. This material was furnished by the White Star Co.

Chase, Kan.—An elevator at this point, owned by the Central Kansas Milling Co., of Lyons, has been purchased by Hal Davis, assistant manager of the Western Terminal Elvtr. Co., of Hutchinson, who has placed his father, W. E. Davis, an old time grain man, in charge.

Saxman, Kan.—The former Central Kansas Milling Co.'s lease was sold to the Burke Grain Co., of Little River, Kan., which has just completed the construction of a new 15,000-bu. elevator. W. C. Cook will be grain buyer.—Aug. Wahl, Jr., former Central Kansas Milling Co. Agent.

Pearl, Kan.—The Pearl Co-op. Ass'n has again leased the elevator at this point and will manage it during the coming year. The ass'n was formed two years ago and the elevator here was leased for a year, and altho the ass'n did not operate the business last year, it was never disorganized.

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ROBERTSON PROTECTED METAL ROOFING AND SIDING IS STRONG AND CORROSION-PROOF

Medicine Lodge, Kan.—H. W. Skinner, proprietor of the Medicine Lodge Milling Warehouse & Supply Co., whose elevator burned a year and a half ago, is building a new elevator on the site of the former house. The entire elevator will not be built at once, but a platform by which trucks can be elevated and unloaded, to take care of the new crop, is being put in, and later the entire elevator will be built.

Topeka, Kans.—The live grain dealers in the Sunflower capital have captured the 13th floor in the attractive new National Bank of Topeka Bldg. (as reported in the Journal's last number), and are now enjoying delightful surroundings. The Kansas Grain Dealers Ass'n and the Kansas State Grain Inspection Dept. have also joined the procession and are all now conveniently arranged together on one floor. Among the grain firms having offices on this floor are: B. C. Christopher & Co., Davidson Grain & Commission Co., Derby Grain Co., Empire Commission Co., Grubb Grain Co., and Kansas Elvtr. Co.

Coffeyville, Kan.—A com'te of trustees of the Rea-Patterson Milling Co., which also operates a line of about 40 elevators in Kansas, is considering a plan for the re-organization of the business and the formation of a new company. The plant consists of an 800,000 bus. grain storage capacity, 600 barrels of cornmeal daily and 2,100 barrels of flour, also a feed mixing plant and equipment for manufacturing self-rising flour. I. V. Sandford, of Kansas City, pres. of the company, J. H. Keith and H. W. Read, Jr., were recently named receivers for the company. Insufficient working capital has resulted in the directors deciding to discontinue operation of the plant pending possible refinancing and re-organization. Only a skeleton organization has been retained. Existing contracts will be completed, however.

WICHITA LETTER

A. T. Hildebrand has resigned as superintendent of the Kansas Milling Co.'s plant here, which includes an elevator.

Kinney Henry, superintendent of the local elevator of the Pillsbury Flour Mills Co. and who had been associated with the company for 43 years, died June 29.

Among recent applicants for membership in the Board of Trade is C. L. Lyons, of B. C. Christopher & Co. Sam P. Wallingford has bot the membership of George Koch.

Charles Lyons, B. C. Christopher & Co.'s cash grain man at this point, while driving near Medford, Okla., recently, was injured when his car turned over, but fortunately he was not seriously hurt.

The offices of B. C. Christopher & Co. were recently moved to Room 701, Wheeler-Kelly-Hagney Bldg., where they have larger quarters than in their former location at Room 514 in the same building.

KENTUCKY

Danville, Ky.—The warehouse of Banks Hudson was slightly damaged by windstorm on June 20.

Stanford, Ky.—The roof on the flour mill of the Baughman Milling Co. was damaged by windstorm on June 20.

MARYLAND

BALTIMORE LETTER

Legg & Co., grain, hay and flour commission merchants, announce the association with their firm of Herbert A. Kline, formerly in the milling and grain business at Mount Airy, Md.—R. C. N.

Miss Emma Wantke of the Toledo office of the Norris Grain Co., spent her vacation in Baltimore and was entertained in true Maryland fashion by attaches of the Baltimore office.—R. C. N.

Rye to the amount of 230,987 bus. has been shipped from Baltimore in the first six months of this year, as against less than 50,000 in the corresponding period last year.—R. C. N.

As a result of the recent protest by handlers of domestic grain in Baltimore, the B. & O. Railroad has agreed to postpone for three months shut down of its domestic elevator "E" at Mount Clare.—R. C. N.

T. Murray Maynadier, pres. of Maynadier & Johnston, Inc., grain dealers, has been re-elected chairman of the grain com'te of the Baltimore Chamber of Commerce, in which position he has rendered most valuable service.—R. C. N.

Fifty years in continuous business under the same directing head is the record achieved by C. P. Blackburn & Co., grain receivers and exporters of Baltimore, on July 1. Charles P. Blackburn is pres. of the corporation.—R. C. N.

Frederick M. Knorr, for many years a member of the Baltimore Chamber of Commerce, and prominent in the hay and feed trade as buyer for Samuel J. Diggs & Son, died at his home here on the morning of June 29, of cancer of the stomach.—R. C. N.

The Continental Feed Co., recently incorporated, has leased the building formerly occupied by the Continental Feed Products Co. at Danville and Clinton Sts. The company, of which John McNulty is pres., will manufacture animal feeds and poultry bone and fish meal.

The first new wheat of the season to reach the Baltimore market was delivered by trucks to the elevator of the Western Maryland Railway at Port Covington June 30. The wheat, which was grown in Harford County, Md., was consigned to C. P. Blackburn & Co., Inc.—R. C. N.

At a recent meeting of the Maryland State Grange and the Maryland Farm Bureau Federation a report was adopted by a joint committee of these organizations proposing a state income tax and a sales tax on luxuries as a means of relieving present excessive taxation on Maryland farms.—R. C. N.

MICHIGAN

Lake Odessa, Mich.—Fire of unknown cause damaged the plant of the Smith Bros. Velte & Co. recently.

Chesaning, Mich.—The plant of Florence P. and Fred G. Swartzmiller was damaged by windstorm June 20.

Waldron, Mich.—Ray A. Farnham has added a new magnetic separator for his hammer mill, furnished by the Sidney Grain Mach. Co.

Grand Rapids, Mich.—A new department for the manufacture of a balanced ration for dogs has been opened by the Valley City Milling Co.

Standish, Mich.—The Standish City Flouring Mills were damaged by fire in the afternoon of June 29; loss, \$1,000; covered by insurance. Repairs have already been made to the damaged portion.

Portland, Mich.—Charles H. Cook, who came here a year ago to manage the Portland Co-op. Co.'s elevator, left July 1 for Woodland, where he has taken the position of manager of the Farm Bureau store.

Perrinton, Mich.—Our bean and feed mill recently installed began operation in April. It is a sweet feed mill, including hammer mill, molasses mixer, one-ton dry feed mixer and corn sheller, all electrically equipped. We are located on the Grand Trunk Railroad.—Perrinton Elvtr. Co., Henry Kennett, manager.

Plainwell, Mich.—The plants of the Eesley Milling Co. and the Johnson & Beattie Feed Co. burned June 23; loss, \$125,000; Eesley Mill fully covered by insurance, Johnson & Beattie plant partly insured. The fire started in the machine room on the second floor of the Eesley Mill at 6:30 p. m.; nothing in the plant was saved except the records. The feed mill was adjacent. The Eesley Mill, built more than 50 years ago, was the oldest industry here. It will probably not be rebuilt.

Battle Creek, Mich.—Central Michigan Grain Corp., A. J. Carpenter sec'y and treas., has commenced business at 36 N. Monroe St., this city, handling grain and feed, also farm supplies.—Central Michigan Grain Corp., A. J. Carpenter.

MINNESOTA

Ogema, Minn.—The C. J. Patterson elevator here has been closed.

Airlie, Minn.—The Farmers Elvtr. Co. at this point has been dissolved.

Duluth, Minn.—The local office of the Farmers National Grain Corp. is now closed.

Brushvale, Minn.—An oat huller has recently been installed by the Farmers Grain Co.

Northcote, Minn.—The Northcote Farmers Elvtr. Co.'s elevator was damaged by fire recently.

Le Sueur, Minn.—Fire late in June partially destroyed the Reiss Bldg., occupied by the Evans & Evans Feed Mill.

Pennock, Minn.—E. L. Johnson has installed magnetic separators at both of his plants at Blomkest and Pennock.

Elbow Lake, Minn.—A 10-ton truck scale has been installed in the local elevator of the Osborne-McMillan Elvtr. Co.

Rothsay, Minn.—A new boot has been installed and the pit repaired at the Farmers Grain & Merc. Co.'s elevator.

Foxhome, Minn.—Stockholders of the Farmers Elvtr. Co. recently voted to sell the elevator to the Farmers National Grain Corp.

Bellingham, Minn.—John P. Hackett has been appointed manager of the Farmers Elvtr. Co.'s elevator, succeeding Charles Buckele.

Morris, Minn.—The new office and warehouse building of H. O. Emes & Son, opposite the firm's elevator, is now being occupied.

Worthington, Minn.—The Farmers Co-op. Co. was entered by thieves recently and \$3.09 in change taken. The large safe was unopened.

Hancock, Minn.—The equipment of the Hancock Market Co. has been improved by the installation of a magnetic separator and an oat huller.

Cambria, Minn.—The Farmers Wholesale Elvtr. Co.'s elevator burned about the middle of June; no part of the building was saved; loss covered by insurance.

Redwood Falls, Minn.—A new steel boot tank with front and back hoppers has been installed at the Farmers Elvtr. Co.'s elevator and general repairs made to the house.

Marshall, Minn.—A branch office of the Farmers National Grain Corp. opened here July 1, with offices over Gag's drug store. A. H. H. Anderson, of Minneapolis, is local manager.

Burwell Station (Crookston p. o.), Minn.—Arcen Sauve, grain buyer for the Crookston Milling Co. at this station, died June 27, after an illness of only two days. He was 36 years old.

Lawndale, Minn.—New belts, cups and engine have been installed in the north elevator of the Farmers Grain & Merc. Co. and a new coat of paint given the south elevator and the siding repaired.

Atwater, Minn.—A 22-inch attrition mill, a molasses mixer, a one-ton batch mixer with a magnetic separator and scalper, and rolls for cutting chick feed were recently installed by the Atwater Mills.

Ada, Minn.—The Ada Elvtr. Co. recently had its plant put in order in preparation for the new crop. A new cup belt was installed as well as other repairs, the work being done by the Hogenson Const. Co.

Graceville, Minn.—A bid of \$9,200 has been made by the Monarch Elvtr. Co., of Minneapolis, for the mill and elevator of the Baldwin Flour Mills Co. (now in a receiver's hands) at this point and at Browns Valley, Minn. The sale will hold if sanctioned by the court.

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TOPEKA, KAN.

Storage Capacity 750,000 Bus.

Buyers and Sellers of Milling Wheat and Coarse Grains

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Danube, Minn.—M. A. Marquardt has been appointed manager of the Farmers Elevator Co.'s elevator, succeeding the late H. G. Schimming.

St. Paul, Minn.—Col. R. A. Wilkinson, of Lake Elmo, chief of the Minnesota State grain inspection department, was killed on June 30, when his automobile collided with another machine here. He was 89 years of age.

St. James, Minn.—Barneyway Pop Corn Co., incorporated; capital stock, \$25,000; incorporators: N. A. Peck, Max Sturm and N. L. Zender; to buy and sell grains, handle and scarify seeds and promote the pop corn business.

Franklin, Minn.—The plant of the former Franklin Milling Co., reported in May as in the hands of a receiver, is now being operated as the Mill of Franklin, by A. E. Jerander, pres. of the company. A cleaner was recently added, also a 100-barrel mill.

Lucan, Minn.—Repairs have been completed on the plant of the Lucan Grain & Fuel Co. The work consisted of raising the cupola on the elevator and installing a new leg and dividing two of the grain bins. The work was done by the Hogenson Const. Co.

MINNEAPOLIS LETTER

Minneapolis, Minn.—The Rocky Mountain Grain Co.'s office here has been discontinued, at least for the present.

The interest of Charles E. Lewis in Charles E. Lewis & Co. was terminated recently, and Thomas J. Cassidy has withdrawn as a partner from the same firm.

No personal property assessment of the membership of the Minneapolis Chamber of Commerce will be made this year, as memberships are selling at \$1,250, and the real estate of the ass'n will offset the membership values.

We are indebted to the Minnesota Railroad & Warehouse Commission for a copy of the biennial report of the State Grain Inspection Dept. and Weights & Measures Dept. to the Railroad & Warehouse Commission for biennium, Aug. 31, 1930.

Walter R. Paul, who has been with the Car-gill Commission Co. of this city for years, and who suffered a severe breakdown three years ago, is slowly regaining his health under the sunny skies of California. He is now in Long Beach, Cal.

In order to reduce expenses, the Farmers National Grain Corp.'s spacious offices in this city and in St. Paul are to be given up and the corp.'s offices will be combined with those of its affiliated companies in the Flour Exchange Bldg. The affiliates are the Northwest Grain Ass'n, the Farmers Union Terminal Ass'n and the American Wheat Growers Ass'n.

MISSOURI

Slater, Mo.—The Slater Mill & Elevator Co. sustained damage to its electrical equipment recently.

Macon, Mo.—The Macon Elevator has installed a Prater Pulverizer Co. corn cracker and grader.

St. Charles, Mo.—P. W. Gillette & Co. have sold their elevator to the Farmers National Grain Corp.

Higginsville, Mo.—The M. F. A. Co-op. Ass'n recently bot a combination corn cracker and grader from the Prater Pulverizer Co.

Moberly, Mo.—A hot box on "sheller elevator" in second story of the Milbank-Scampton Milling Co. caused a fire which damaged the elevator and belting on June 3.

Higginsville, Mo.—On June 14 a bearing on a motor in the elevator plant of the Eagle Mill & Elevator Co. dropped, allowing the rotor to drag, friction igniting wood slots.

Hannibal, Mo.—The Globe Mills, which supplied flour to the early settlers of this section, burned recently, removing an old landmark. The mills have not been operated for about 30 years.

Sand (St. Charles p. o.), Mo.—The elevator of the Sand Elevator Co. burned about 2 a. m., June 21; loss, \$5,000; building and equipment partly insured. P. W. Gillette and Edward Peyton, of St. Charles, operated the elevator. It was believed that the fire was caused by a tramp.

Norborne, Mo.—W. H. Hurley of Kansas City has leased the Seward Elevator here and has taken personal management of the business. He will also load wheat at Palemon. Mr. Hurley formerly owned and operated elevators at Clinton, Ladue, Montrose and Rockville, Mo.

Hale, Mo.—William Baker recently installed a new electric motor in his feed mill.

St. Louis, Mo.—The rules committee of the Merchants Exchange has recommended that cash grain commission charges be reduced. New rules will be drafted and a vote of the membership taken soon.

St. Louis, Mo.—The Cereal Byproducts Co., having its general offices in Chicago, with branches at St. Louis, Memphis, Buffalo and Minneapolis, announces that on July 1 the company closed its office in St. Louis. Business formerly handled by this office will be taken care of at the Chicago and Memphis offices.

Silex, Mo.—On account of the abandonment of the railroad at this point, the Silex Farmers Grain Co. razed its elevator here, trucked the material to Gilmore and has nearly completed there a large warehouse, which will have approximately 30,000 square feet of space, and plans to engage in the wholesale and retail feed business.

Richmond, Mo.—The Ray County Grain Growers, thru the Hall-Baker Co., a subsidiary of the Farmers National Grain Corp., recently assumed operation and control of five elevators as follows: Richmond, 16,000 bus., purchased from Clark, Rocklage & Fowler; to be managed by S. R. Crispin; Henrietta, 10,000 bus., purchased from the Hamacher Grain & Produce Co., to be managed by Newton Hamacher; Norborne, 30,000 bus., purchased from Farmers Feed & Grain Co., to be managed by James A. Scheible; Hardin, 30,000 bus., purchased from J. M. Redd, to be managed by William Templeton; Floyd, 16,000 bus., leased from Lafayette Cain, to be managed by Orville Cain. Charles Rocklage will be superintendent and general manager of the five houses. Three of these towns are in Ray County, Norborne is in Carroll County and Floyd in Washington.

KANSAS CITY LETTER

New members of the Kansas City Board of Trade include G. W. Selders.

The new workhouse of the Kansas-Missouri Elevator is now under roof and will be in full operation in a few days.

The Missouri Milling Co.'s plant was damaged to the extent of \$9,000 a few weeks ago, by an explosion that occurred in an adjoining pickle and vinegar factory, from an unknown cause. The milling company was protected by insurance.

This firm's activity [the formation of which was reported in the June 8 Journals] is confined to brokerage business, millfeeds, grains and low grade flour. Also handle some accounts on alfalfa meals, and might take on good cottonseed meal account.—H. W. Cunningham Commission Co.

The Chicago Great Western Elevator Co., Inc., has been formed to take over the business of the Great Western Elevator Co. The Uhlmann Grain Co. has purchased a majority of the stock, it is said. George A. Aylsworth, pres. and head of the old company, and John C. Brackett, sec'y, are connected with the new company, which is capitalized at \$100,000. The Great Western elevator has a capacity of 1,000,000 bus.

An office was opened in this city the first of the month by the Checkerboard Elevator Co., a subsidiary of the Ralston-Purina Co., whose headquarters are in St. Louis. The local office, which is located in the Board of Trade Bldg., is in charge of E. A. Cayce, sec'y of the Checkerboard Co. and who has been in charge of the buying division of the Ralston-Purina organization for a number of years, representing the company on the Kansas City Board of Trade. The company will do a general merchandising and consignment business in this city, will deal in milling wheat, also in other grains and feedstuffs.

While on the house boat of Oscar T. Cook, wheat buyer for the Southwestern Milling Co., Inc., of this city, at the Pistol Club, on the Lake of the Ozarks, the club being composed mainly of members of the Kansas City grain trade and maintaining a camp on the lake near Versailles, Mo., several grain men narrowly escaped death, on Sunday evening, June 19, during a severe wind storm. Frank A. Theis, vice-pres. of the Simonds-Shields-Lonsdale Grain Co., saved the life of W. B. Lathrop by rescuing him from the water. Harvey S. Stuck, of the Western Typesetting Co., was blown overboard and at last report the body had not been found.

ST. JOSEPH LETTER

G. E. Heald, of the Heald Grain Co., who underwent a major operation a few weeks ago, has returned to his duties with his firm, and now enjoys improved health.

A. R. Taylor, manager of the St. Joseph office of Stratton Grain Co., has returned from a trip to Buffalo, New York and New Haven, following a visit with his son at Yale.

U. H. Robinson, car service agent of the American Railway Ass'n, was in St. Joseph June 21 to 23 lining up the St. Joseph railroads for reports of grain movement, unloadings, and other matters incident to the prompt handling of the new wheat crop.

Several changes in wire houses during June have given the St. Joseph market the strongest line-up as to grain and stock trading facilities which this market has ever had. The locations suitable for such houses are completely filled, and the prospect is for an active trade.

In June, the representation of the Farmers Union Jobbing Ass'n on the St. Joseph market was changed to provide for membership of Hall-Baker Grain Co., a Farmers National Grain Corp. unit. C. S. Neeley will continue in charge of the St. Joseph office, which is now located at 1018 Corby Bldg.

On July 1, James E. Bennett & Co., of Chicago and Kansas City, took a lease on room 1406 Corby Bldg., which adjoins the Exchange hall, formerly occupied by the Urdike Grain Co., subsidiary of Farmers National Grain Corp. The company will handle both grain and stocks, and ticker equipment has been installed. M. A. Hayes, formerly manager of the Urdike branch, is manager, with Harry Spillman as operator.

On June 27 the Uhlmann Grain Co., of Chicago and Kansas City, opened a grain commission office in rooms 1407-9 Corby Bldg., adjacent to the trading hall of the Exchange. J. L. Frederick, who was for many years in the grain business at St. Joseph, is the new local manager, and Chas. Zurick has been retained as operator. Grain orders will be featured, and the firm will probably do some cash grain buying in this market.

The Federal Octopus

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Grain & Feed Journals

Consolidated

332 S. La Salle Street Chicago, Ill.

R. E. Wiese, local manager of Trans-Mississippi Grain Co., has returned from a two-weeks' vacation.

MONTANA

Flaxville, Mont.—The elevator of the Farmers Co-op. Grain & Merc. Co. was damaged by exposing fire on June 30.

Kallispell, Mont.—Work has started on construction of an addition to the feed mill of the Kallispell Merc. Co. on Railroad St.

Malta, Mont.—R. E. Misener has been named manager of the Farmers Co-op. Elvtr. Co.'s elevator and oil station, succeeding Iver Rood, resigned.

Geraldine, Mont.—The elevator of the Square Butte Elvtr. Co. has been jacked up and a new foundation put under it, in preparation for the coming crop.

Belgrade, Mont.—E. R. Weast, who was at one time manager for the old Farmers Elvtr. Co. here for a period of 11 years, is opening the Montana Elvtr.

Devon, Mont.—The Gallatin Valley Milling Co.'s elevator was discovered to be on fire at 1 o'clock Monday morning, June 13, but quick action by some of the town people put it out before much damage was done.

Glasgow, Mont.—A meeting of grain men was held in the courthouse on June 21, at which the principal speaker was Ray B. Bowden, of Minneapolis, executive sec'y of the Northwest Country Elvtr. Ass'n, who spoke on the increase of taxes, the low prices farmers get for their grain and other matters of interest to grain dealers.

NEBRASKA

Curtis, Neb.—The mill plant of the Crete Mills was damaged by windstorm on June 10.

Cedar Bluffs, Neb.—Pete Seaburg is reported to be the new local agent for the Nye & Jenks Grain Co.

Cairo, Neb.—H. T. Ingalls & Sons' elevator burned July 6; loss, approximately \$15,000; cause of fire unknown.

Ragan, Neb.—The Beadle Grain Co. of Wilcox, Neb., has leased the Farmers Co-op. Ass'n's elevator at this point.

Breslau, Neb.—The J. J. Mullaney elevator at this point has been painted.—Art Torkelson, with Lamson Bros. & Co.

Lincoln, Neb.—Gooch & Co. have succeeded the Farmers National Grain Corp. at the branch office formerly conducted here.

Omaha, Neb.—Frank J. Greene, an inspector at the Grain Exchange for 15 years, died at his home here on June 26, at the age of 37 years.

Warwick, Neb.—The Rickel elevators here and at Republic, Kan., are now under the management of R. E. Terry, of Salina, who will make his home at Republic.

Smithfield, Neb.—The Smithfield Grain Co., incorporated; capital stock, \$10,000; incorporators: Peter Robb, H. F. Schell and L. W. Carsten. Successor to Smithfield Equity Exchange.

Omaha, Neb.—Office quarters in this city formerly occupied by the Farmers National Grain Corp. have been taken over by Bartlett, Frazier & Co., the Farmers Corp. having given them up.

Adams, Neb.—R. A. Maarsingh has bot the Nye-Jenks Grain Co.'s elevator here, taking possession on July 1. Mr. Maarsingh was formerly in the grain business for a number of years.

Chappell, Neb.—The flour mill formerly operated by the Farmers Elvtr. Co. is now being operated by Ed Smith on a percentage basis. Mr. Smith was formerly with the Lexington Mill & Elvtr. Co.

Kearney, Neb.—The Lexington Mill & Elvtr. Co. has leased the milling plant of the Kearney Molasses Feed Mill and is using the plant to mix poison bran for grasshoppers, which is being manufactured at the rate of 250 sacks per hour.

Kearney, Neb.—The building of its proposed 500,000-bu. terminal elevator here by the Farmers National Grain Corp. has been deferred until next season. The corp. has leased the Fort Kearney Grain Co.'s elevator here for a year and is now operating it.

NEW ENGLAND

Norwich, Conn.—An addition is being erected by the Yantic Grain & Products Co. to its building, to be 20x42, frame. A garage is also under construction.

Boston, Mass.—William H. Leavitt, a longtime member of the Grain & Flour Exchange, died at his home in Hampton, N. H., June 21, at the age of 72 years.

Boston, Mass.—It has been decided by the Boston Grain & Flour Exchange that the following should be the charges for the official inspection of grain: In the city of Boston, \$1; within a 10-mile radius and not exceeding a half day's journey, \$1.50 plus expenses; outside the 10-mile radius and exceeding a half day's journey, \$4.50 plus expenses. The charge is \$1 for inspection of unofficial samples in the city of Boston, brot or sent in by members; \$1.50 within the 10-mile radius, and \$3 outside the 10-mile radius.

NEW MEXICO

Grier, N. M.—John Lewis has succeeded Ivan G. Barnett as our local elevator manager.—Farmers Elvtr. Co. (Clovis, N. M.)

NEW YORK

Buffalo, N. Y.—E. A. Schwab, with offices in the Chamber of Commerce Bldg., has been granted a trading license as a broker by the Buffalo Corn Exchange.

Buffalo, N. Y.—Application for membership in the Corn Exchange has been made by John G. Howell, new manager of the Hecker-Jones-Jewell division of the Standard Milling Co.

Oswego, N. Y.—It has been decided to defer the construction of the much-talked of 2,000,000-bu. elevator on Grampus Bay here, on account of "unfavorable conditions." It will not be started this year.

New York, N. Y.—The board of directors of the Produce Exchange recently decided to hold the transfer fee on memberships at \$300, altho a petition had been signed by 83 members of the Exchange asking for a reduction in the fee.

New York, N. Y.—The Central Grain Corp. has discontinued business and the business in the future will be carried on as Farroll Bros. I am associated with Farroll Bros., in charge of their grain and feed departments.—B. F. Schwartz.

New York, N. Y.—The Cargill Grain Co. moved from the Produce Exchange Bldg. to a suite of offices on the 31st floor of the Maritime Exchange Bldg., on Broad St., on July 1. Offices on the 33rd floor of this building have also been taken by the Bunge-North American Grain Corp.

Webster, N. Y.—Schedules have been filed in the bankruptcy court at Buffalo showing the liabilities of Witmer Bros., William H. and J. Gordon Witmer, partners in the feed, coal and produce business here, to be \$74,759 and assets \$34,425. Secured claims are \$24,247. An involuntary petition in bankruptcy was recently filed against the firm.

New York, N. Y.—In accordance with the by-laws relative to unpaid assessments, three memberships on the Produce Exchange were sold recently at auction for \$700, \$750 and \$775, Moses Cohen being the buyer. Three associate memberships were also sold, the buyers and the prices being as follows: E. Meyer, \$275; Joe Nugent, \$250, and E. R. Horgan, \$165. Regular memberships have been selling at about \$750.

NORTH DAKOTA

Rogers, N. D.—The elevator of the Farmers Elvtr. Co. has recently been ironclad.

Martin, N. D.—The new manager of the Farmers Elvtr. Co.'s elevator is Hub Garvert.

Edmore, N. D.—A new coal shed has been built by the Farmers Shipping & Supply Co.

Horace, N. D.—The interior of the office of the Farmers Elvtr. Co. has been redecorated.

Warren, N. D.—New siding is being put on the elevator of the Equity Elvtr. & Trading Co.

Abercrombie, N. D.—A magnetic separator has been installed at the Farmers Elvtr. Co.'s elevator.

Alamo, N. D.—J. D. Sullivan has been appointed manager of the Farmers Elvtr. Co.'s elevator.

Goodrich, N. D.—A. H. Felchle has been appointed manager of the Farmers Co-op. Ass'n's elevator here.

Harvey, N. D.—Andrew Welk has taken over the management of the Osborne-McMillen Co.'s elevator here.

Harwood, N. D.—The siding of the Farmers Elvtr. Co.'s elevator has been renailed and other minor repairs made.

New Rockford, N. D.—A seed and feed business here has been purchased by Casper Leonard, who is operating it.

Esmond, N. D.—The elevator here owned by the Farmers National Grain Corp. is being remodeled at a cost of \$3,000.

Valley City, N. D.—The foundations of the local elevator of the Occident Elvtr. Co., of Minneapolis, have been repaired.

Maza, N. D.—The Farmers Elvtr. Co. is having its roof re-shingled. The work is being done by the Hogenson Const. Co.

Flora, N. D.—The Flora Elevator Co. has let the contract for a new foundation and other repairs to the Hogenson Const. Co.

Tyler, N. D.—An additional airlift has been installed in both of E. B. Nelson's elevators here. General repairs were also made.

Englevale, N. D.—The office of the Farmers Elvtr. Co. has been redecorated and general repairs made at the elevator and coal sheds.

Barney, N. D.—The interest of Fred Peters in the Peters & Neeb elevator has been bot by Gus J. Neeb, who took possession June 15.

Coleharbor, N. D.—An elevator here has been purchased by M. J. Cullen, formerly in the grain business in this state and in Montana.

Bowman, N. D.—A Farmers Union Co-op. has been organized here, and plans are said to be under way for the building of an elevator.

Warwick, N. D.—C. L. Thompson, former manager of the Equity Elvtr. & Trading Co.'s elevator, is now managing an elevator at Michigan, N. D.

Leeds, N. D.—The Kellogg Commission Co., of Minneapolis, has purchased the Niles Elvtr. and will handle grain and fuel. E. Tufte will act as agent.

Baldwin, N. D.—An effort is being made to re-open the local farmers elevator under the sponsorship of the government Finance Corp., it is reported.

Flasher, N. D.—The new manager of the Farmers Elvtr. Co.'s elevator is A. M. Olson, former manager of the Farmers Elvtr. Co.'s elevator at Kerkhoven.

Yates, N. D.—The Farmers Elvtr. Co.'s elevator burned during the evening of June 22, while Manager Algure was off on his vacation. It will probably be rebuilt.

Grand Forks, N. D.—New members of the Farmers Grain Dealers Ass'n of North Dakota are the Dacotah Seed Co., Bismarck, and the Farmers Grain & Elvtr. Co., Finley.

Voltaire, N. D.—Edward Holt, manager and sec'y of the Farmers Elvtr. Co., dropped dead while eating in a restaurant, June 25. His widow and seven children survive him.

Dwight, N. D.—Alfred Erickson has been appointed manager of the Farmers Elvtr. Co.'s elevator, succeeding P. H. Gust, who resigned recently to go into business for himself.

Dwight, N. D.—Work has started on the construction of an elevator here, on the Great Northern Railroad; owner, P. H. Gust; to cost \$7,000. The Hogenson Const. Co. has contract.

Foxholm, N. D.—Leslie Price, of Mohall, has been appointed manager of the local Occident Elvtr. Co.'s elevator, which was recently reopened after having been closed the past year.

Williston, N. D.—The Winter-Truesdell-Diercks Co. has made its Big Flat Elvtr. Co.'s house a branch distributing plant, which will handle seeds for the Fargo Seed House, of Fargo.

Appam, N. D.—L. E. Broe, former manager of the Farmers Elvtr. Co.'s elevator at this point, resigned to take a similar position at Aneta, and has been succeeded here by Mr. Sullivan.

Esmond, N. D.—The contract has been let to the Hogenson Const. Co. to put a new foundation under the old elevator of the Esmond Equity & Trading Co. here. In addition, the roofs and sides will be covered with galvanized iron.

Galchutt, N. D.—A new feed and flour warehouse has been erected by the St. Anthony & Dakota Elvtr. Co. at this point, the elevator driveway has been replanked and the scale shed repaired.

Rock Lake, N. D.—On account of the poor health of Mr. Wildish, Art Sheer, formerly with the Farmers Elvtr. Co. at this station, has been made manager of the T. C. Wildish Elvtr., also at Rock Lake.

Williston, N. D.—It is reported that the Farmers National Grain Corp. has returned the stock notes to farmers given in payment of stock in the subterminal here, making this elevator the sole property of the Farmers National Grain Corp.

Wales, N. D.—B. N. Cochran, sec'y of the Farmers Elvtr. Co. and who had been acting as manager of the elevator temporarily, was fatally injured when caught in the drive belt recently. Melvin Peterson has now been appointed manager.

Fredonia, N. D.—A dust house has been constructed, new grates installed and the scale repaired at the Fredonia Grain Co.'s elevator. A new leg, distributor and spouting have been installed at the Farmers Co-op. Elvtr. Co.'s elevator and the house reshingled and painted.

Wildrose, N. D.—The Imperial Elvtr. Co. of Minneapolis has let the contract for a new elevator to replace that which burned some time ago. The contract was let to the Hogenson Const. Co. The new plant will have a capacity of 25,000 bus., with one large leg, Fairbanks Scales and Motors, and improved head drive and truck dump. Work is progressing rapidly so that the elevator will be ready for the new crop.

OHIO

Brookville, O.—J. F. Stewart is installing Sidney Truck Dumps in his three elevators.

Arlington, O.—The Arlington Elvtr. & Supply Co. is installing a new Sidney Electric Truck Dump.

Oxford, O.—New machinery is being installed and other improvements made by the Buckeye Feed Co.

Oxford, O.—Buckeye Feed Co. is installing a new combination grain cleaner furnished by the Sidney Grain Mach. Co.

Stockport, O.—Burglars recently got away with \$603 in checks and cash, taken from the Stockport Feed Mill Co.'s plant.

Mechanicsburg, O.—On June 26 the property of the Mechanicsburg Co-op. Exchange was slightly damaged by windstorm.

Goodwin (Oakwood p. o.), O.—W. P. Bennett, formerly manager of the Good Hay & Grain Co., has moved to Paulding, O.

Leesburg, O.—We are displacing steam power in our mill with a diesel power plant.—L. W. Dewey, Dewey Bros. Co. [feed mill].

Van Wert, O.—L. S. Brandon, manager of the Van Wert Grain Co.'s elevator here for the past 12 years, has resigned his position.

Ada, O.—The Ada Farmers Exchange's elevator that burned several years ago is being rebuilt and will handle the new crop wheat.

Edon, O.—The Edon Farmers Co-op. Co. is installing new magnetic separators for the hammer mills, furnished by the Sidney Grain Mach. Co.

Toledo, O.—It is reported that the Farmers National Grain Corp. is opening a branch office here for Michigan and other grain business east of Chicago.

Columbus, O.—The Gwinn Milling Co., in receivership since July, 1931, has applied to the court for the lifting of the receivership, claiming it has paid all debts in full.

Waldo, O.—C. N. Briggs and myself will operate the elevator at this point, recently purchased by us, under the name of the Waldo Elvtr. Co.—W. C. Ulmer, r.f.d. No. 8, Marion, O.

Washington, C. H., O.—The elevator of the Washington Milling Co., which, it is reported, will be used this summer by the Gwinn Milling Co., of Columbus, is being repainted and repaired.

Deunquat, O.—The buildings and equipment of the Deunquat Farmers Elvtr. & Exchange Co. were sold recently by the receiver, George Van Gundy, to the directors for \$2,000, the required two-thirds of the appraisal.

Elmira, O.—Elmira Elvtr. is adding a Sidney Manlift to its equipment.

Delphos, O.—We have respouted our entire house, doubling its handling capacity, and are now rebuilding our drier preparatory to handling the splendid crop of wheat we have in this territory.—A. L. Garman, Garman Grain Co.

London, O.—The four reinforced concrete grain bins that have been under construction here for F. J. Wood & Sons are about completed. The bins are 100 feet in height, 20 feet in diameter and have a total capacity of 100,000 bus.

Mendon, O.—J. R. Dutton has purchased what is known locally as the Disher Mill, which he has thoroly renovated. The steam engine in the elevator is being replaced by a gasoline engine. Grain will be purchased locally. J. W. Leasor will be manager.

Toledo, O.—The East Side Iron Elvtr. Co., incorporated; capital stock, \$200,000; incorporators: George A. France, W. A. Boardman and Wesley H. Brackney. This is a new organization succeeding the former company of the same name, and will operate the East Side Iron Elvtr.

Wapakoneta, O.—The Detjen Grain Co., operating elevators at New Knoxville and Moulton, has bot the property of the Hauss & Bitler Co. and will immediately begin the erection of an elevator on the site of the one that burned about a year ago. The company will engage in the grain business here at once, in connection with its other elevators. It will also handle farm implements and machinery.

Highland, O.—On Apr. 24 C. I. Ringer and the writer purchased the grain elevator, 7,000 bus. capacity, lumoer yard, coal, feed and hardware business formerly owned by the late James Adams. We have the only business of the kind in this vicinity. At this time we are not expecting to make any changes in the buildings or equipment. We are located on the main line of the B. & O., Cincinnati to Parkersburg division.—Highland Farmers Exchange, H. C. Lewis.

Tiffin, O.—Thirty grain elevators sold to the Ohio Farmers Co-op. Ass'n a year ago were turned back to the Sneath-Cunningham Co., of this city, on June 25, owing to the failure of the ass'n to complete organization and obtain a loan from the Federal Farm Board, it is said. Seneca County elevators involved in the deal were located at the following towns: Tiffin, Attica, Bascom, Scipio Siding, Ink and Watson Station. This is but a repetition of the experience of other elevator operators who gave the racketeers an option on their houses.

Gallipolis, O.—Glen E. Cotterman, of Dayton, has bot the Swigert Milling Co., one of the oldest flour mills in southern Ohio, and will install new machinery, including a feed grinder and mixer, and continue its operation.

Dayton, O.—Greene & Brock became correspondents of Lamson Bros. & Co., of Chicago, late in June when a private wire direct from Chicago was installed in their offices in the Third National Bank Bldg. here and in the First National Bank Bldg. in Springfield. Lamson's grain and stock quotation service will be continuously furnished. George Shaw Greene is a member of the Chicago Board of Trade and is actively in charge of the grain futures department. Ralph E. McCurdy, of the Dayton office, will be assistant manager in charge of this department. Harry H. Darst will manage the Springfield office.

Toledo, O.—Toledo's oldest grain house, J. F. Zahm & Co., on June 21 voted to close its business and assign assets to creditors. E. C. Froehlich, attorney, appointed assignee, will convert all assets into cash for distribution to creditors. The liabilities of the company are placed at \$135,000. The company's offices in the Board of Trade Bldg. are being taken over by the Farmers National Grain Corp., also its 300,000-bu. elevator, known as the Clover Leaf Elvtr. Fred Mayer has been made local manager and associated with him will be Oscar Slosser, formerly of the Farmers Grain & Supply Ass'n, Fostoria, O., taken over by the Farmers National some time ago. The Farmers Grain Corp. has been admitted to membership in the Toledo Board of Trade in place of the Zahm Co. The membership privileges of Fred W. Jaeger (for J. F. Zahm & Co.) in the Chicago Board of Trade have been suspended. The firm was established in 1879 by J. F. Zahm, now deceased, F. W. Jaeger and Fred Mayer, senior partners, having joined the firm in 1882. Joseph A. Streicher and William W. Cummings, other members of the firm, were widely known by grain houses. Memberships were held in the Toledo Board of Trade and in the Chicago Board of Trade. The firm's "red letter," with daily and weekly messages to the grain trade, was quoted all over the nation.

OKLAHOMA

Hydro, Okla.—Windstorm slightly damaged the elevator of L. L. West on June 20.

Leonel, Okla.—Windstorm slightly damaged the elevator of the Ledger Mill Co. recently.

Newkirk, Okla.—The south elevator of the Farmers Co-operative Elevator and Supply Company was damaged by windstorm on June 20th.

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TOLEDO, OHIO, U. S. A.

Turpin, Okla.—The Turpin Grain Co. has sold out to the Kimball Milling Co., of Ft. Worth, Tex.

Vinita, Okla.—On June 18 the elevator and provisional stock of E. B. Baxter were damaged by windstorm.

Floris (Forgan p. o.), Okla.—George Propst's elevator here was recently purchased by the Kimball Milling Co.

Tipton, Okla.—H. W. Schwab and Albert Lucas, both of Frederick, have taken a lease on the Newsom Grain Elvtr. for this season.

Hunter, Okla.—The Howard Grain Co.'s elevator has been leased by the Hunter Grain Co. Spencer Moman will continue as manager.

Roosevelt, Okla.—Fred Hagemer recently completed his 5,000-bus. elevator, which is now in operation. All machinery is electrically operated.

Frederick, Okla.—Improvements recently made at the Northwestern Elvtr. to take care of the new grain crop, include new rods at the bottom of the elevator.

Hollis, Okla.—C. H. Byrd recently purchased the Hollis Mill & Elvtr. and is buying grain here this season. He is planning to add to the capacity of the mill.

Dacoma, Okla.—The Feuquay Grain Co. has leased the elevator of the Enid Milling Co. here, formerly the Hacker Grain Co. Carl Lang has been retained as manager.

Floris (Forgan p. o.), Okla.—Mrs. George Propst, wife of a grain dealer, committed suicide in her husband's elevator at this place, June 21. Besides her husband, she is survived by several children.

Eldorado, Okla.—The Farmers Co-op. Ass'n has completed remodeling the seed house of its north gin, a portion of which has been converted into an elevator of several cars' capacity. An airlift has been installed.

Kingfisher, Okla.—The cupola on Elevator C of the Bob White Flour Mills was seriously damaged by fire late in June. Extensive repairs and improvements are being made at the mills, which have been closed for that purpose.

Tonkawa, Okla.—The Tonkawa Milling Co. has leased the elevator and mill to the Deer Creek Elvtr. Co., of which J. T. Stout is manager. C. W. Roseberry has been put in charge of the local plant, which will buy grain and grind flour, meal and mixed feed.

Airport (Avard p. o.), Okla.—The Farmers Wheat Pool Elvtr. has re-opened after being closed for two years, with the exception of a few weeks last summer during harvest. Walter Lahr, of Vici, who previously managed the elevator, is in charge, and the house will be kept open the year around.

Miami, Okla.—One of the pioneer business establishments of this town, G. W. Niceley's elevator and mill, was taken over recently by W. E. Holden, of Bluejacket. M. W. Baker, for 15 years with the business, will be associated with Mr. Holden. Mr. Niceley has operated this plant for 38 years.

Helena, Okla.—E. J. Horne has been appointed manager of the Kansas Mill & Elvtr. Co.'s elevator, which has been re-opened. He will be assisted by his son, M. D. Horne. The Kansas Mill & Elvtr. Co. is the successor to the Arkansas Milling Co., which operated the elevator for a number of years.

Forgan, Okla.—The H & H Grain Co. has sold its elevator interests to the Kimball Milling Co., of Ft. Worth, Tex., which plans to make Forgan the central point for a number of elevators in this territory. L. Hopkins will remain with the local elevator, but R. B. Harrington, the other member of the former firm, will devote his time to his farming operations.

Oklahoma City, Okla.—The local office of the Rosenbaum Grain Corp. has been closed and Manager John O'Brien has been transferred to the Ft. Worth office of the company, where he succeeds Manager C. O. Ferguson. Frank Ryder, who is in charge of the Choctaw Grain Co.'s sixteen elevators, a subsidiary of Rosenbaum Grain Corp. is now located at O'Keene, Okla.

Enid, Okla.—An office has been opened by Smoot Grain Co. in the First National Bank Bldg. for operation of the Salina Terminal Elvtr. Co., which recently leased the 1,000,000-bu. elevator of the Southwestern Terminal Elvtr. Co., subsidiary of the Enid Milling Co. J. F. Chance has been placed in charge. E. A. Kessler, formerly grain inspector at Wichita, has been made elevator superintendent.

Garber, Okla.—The Garber Grain Co.'s elevator, which has been closed for about four months, has been leased by E. A. Callahan, Enid grain buyer, who has re-opened it. After the harvest is over, a feed mill will probably be installed.

Tonkawa, Okla.—G. M. Cassity leased of Mrs. Esch the elevators at this point and at Autwine, at the termination of the lease of the Ponca City Mill & Elvtr. Co. recently. The elevator at Autwine has been subleased to B. U. Feuquay, of Enid, formerly associated with Mr. Cassity in the grain business at Tonkawa. T. H. Prather, who has been with the local elevator for several years, will remain with the new lessee.

Hollister, Okla.—G. G. Black, veteran grain dealer of this place, has retired after 45 years spent in the grain business, and is succeeded by his son, Cecil Black, who is only 21 years of age. The Hollister elevator which Mr. Black conducted for so many years burned several months ago, and a new elevator of 12,000 bus. capacity has been erected on the site and leased to P. A. Cope, who has elevators at Tillman, Chattanooga, Faxon, Geronimo and Devol. Cecil Black manages the Hollister elevator, in which his father still retains a small interest.

PACIFIC NORTHWEST

Reardan, Wash.—Harvey Burns is no longer with the Washington Grain & Milling Co., of which he was manager.

Olympia, Wash.—The Kaul Feed Co., of this city, was elected to membership in the Feed Dealers Ass'n of Washington recently.

Creston, Wash.—The Creston Co-op. Grain Co. contemplates installing new scales at the elevator and increasing the receiving capacity 30%.

Tracy (Walla Walla p. o.), Wash.—It is reported that the Walla Walla Grain Growers have decided to build a warehouse here, to be 200 x 40 feet.

Portland, Ore.—William Wright, well known in the grain trade of this section, has entered the brokerage business and opened offices in the Board of Trade Bldg.

Athens, Ore.—Construction of a 160,000-bu. re-inforced concrete elevator is being planned by the Preston-Shaffer Milling Co., which has let the contract to Alloway & Georg.

Fletcher (Oakesdale p. o.), Wash.—Strauss & Co., Inc., have bot the Barron warehouses here. Warehouses are operated by Strauss & Co. at Oakesdale, Geary, Longwell and Fletcher.

Culdesac, Ida.—The Vollmer Clearwater Warehouse Co. will erect another elevator here, about the same size as the house erected last year. It will be completed in time to handle this year's crop.

Minnick (Dixie p. o.), Wash.—A warehouse for sacked grain, having a capacity of about 50,000 bus., is to be erected at once at this station by the Truchet Valley Grain Growers, Inc. It will be 200 x 32 feet.

The Pacific Northwest Grain Dealers Ass'n has just issued a bulletin covering grades and discounts recently adopted at the annual convention of the ass'n. Those wishing a copy may get it by addressing the ass'n offices at Walla Walla, Wash.

Molson, Wash.—The Molson Union Elvtr. Co.'s elevator burned during the night of June 24; loss, \$30,000; several thousand bus. of grain and some farm equipment were destroyed also; the building was partly insured but there was no insurance on the grain.

Junction City, Ore.—The Junction City Seed & Feed Co. has been organized by Carl Blirup, S. E. Mikkelsen and Hans Rasmussen. Feed and seed cleaning machinery has been installed in a building leased by the new company, of which Mr. Rasmussen will be manager.

Joel (Moscow p. o.), Ida.—The Mark P. Miller Co. has under construction here a 75,000-bu. elevator, which will replace the warehouses that burned two years ago. The new elevator, which will be completed in time to harvest the new crop, will be of wood construction, on a concrete foundation.

Hartline, Wash.—Stephen Higgins, manager of the Farmers Union Grain Co. here, died at the Sacred Heart Hospital, June 26, from septic sore throat after a few days' illness. Mr. Higgins, who was 68 years of age, emigrated from Ireland to the United States at the age of 17. He is survived by his widow, four sons and two daughters.

Warner (Oakesdale p. o.), Wash.—The local warehouses of the Kelley-Hughes Co. have been bot by the Oakesdale Grain Growers, Inc., which have houses also at Oakesdale and at Belmont, and now have a total capacity of 500,000 bus. The Warner houses have a capacity of 100,000 bus. and are located on the O. W. R. R., about six miles east of Oakesdale.

Seattle, Wash.—The annual meeting of the North Pacific Millers Ass'n was held at the New Washington Hotel, this city, on June 25, at which time the following officers were elected: Pres., Otto Johnson, Portland, Ore.; vice-pres., I. C. Bonham, Tacoma, Wash.; sec'y-treas., R. D. Lytle. New members of the board are: G. F. Folsom, H. B. Jackson, P. J. McKenney and E. H. Leonard.

Colfax, Wash.—Jack Roberts, of Roberts & Lukins, Colfax, recently became part owner of the Flaig, Balder and Stoneham warehouses and will operate them this season. The management will be given to C. V. Harbour, of the Harbour Grain Co., who will operate these houses and his own business in Rosalia. Mr. Roberts has an office in Colfax, and his company now operates five houses around Colfax.

Pasco, Wash.—After a year's operation under lease with option to buy, the Farmers National Grain Corp. has turned back to the owners the line of warehouses in Franklin and Adams counties owned by Strauss & Co. and operated by the Northwestern Dock & Elvtr. Co. The owners resumed operation of the houses July 1, and H. R. Hechtner is being put in charge of them again.

The Dalles, Ore.—The first unit of a new warehouse, with a concrete floor, has just been completed by the Wasco Grain Growers, who are entering the public warehousing business and acting as shipping agent for the new river service. The new warehouse unit is 50 x 120 feet and will be extended to 50 x 300 feet this year, when it will have a storage capacity of 50,000 sacks of wheat. There is sufficient room to extend the house to 50 x 600 feet. A rate of 15 cents a ton on all commodities going thru the house directly to the boat has been published by the Grain Growers. From The Dalles to Portland the boat charge is \$1.60 a ton, and the rail charge is \$2.10 a ton.

PENNSYLVANIA

Catawissa, Pa.—Foster Kern's feed mill was damaged by fire on June 21, at 9 p. m.; loss, about \$13,000. The fire started on the second floor of the storage department.

Philadelphia, Pa.—Application for membership in the Commercial Exchange has been made by the Penn Jersey Feed Mills, of Port Richmond, Philadelphia, having offices in the Bourse.

Philadelphia, Pa.—The millfeed and grain brokerage department of James J. Rodgers, flour and feed broker of this city, has been taken over by Frank J. Montmore, an employee of the Rodgers office for years, who will operate it under his own name, maintaining his office with Mr. Rodgers in The Bourse. Mr. Montmore is well known among feed buyers of this section.

SOUTH DAKOTA

Sioux Falls, S. D.—The Farmers National Grain Corp. has discontinued its office here.

Corsica, S. D.—Mail addressed to the Farmers Elvtr. Co. is returned marked "Out of business."

Carthage, S. D.—A. J. Murphy has bot the former Jerry Lyons elevator here and will operate it.

Woonsocket, S. D.—The Parnson's Grain Co. has taken over the South Dakota Grain Co. elevator here.

Harrisburg, S. D.—J. J. Mullaney's elevator at this point is being painted.—Art Torkelson, with Lamson Bros. & Co.

Lane, S. D.—The Farmers Elvtr. Co. has installed an improved head drive and Fairbanks-Morse enclosed type of motor.

Highmore, S. D.—The handling capacity of J. G. Ryan's elevator has been increased by the installation of a new head drive, new leg equipment and cups.

Blunt, S. D.—A new cup belt and cups have been installed at the elevator of the Blunt Grain Co. and other repairs made in preparation for the coming harvest.

Newell, S. D.—M. E. Hafner has installed a magnetic separator in his elevator.

Hot Springs, S. D.—The Midwest Milling Co. has been re-opened after being closed for almost a year due to the wheat shortage. The plant has been remodeled and improved. L. L. Leeper is in charge.

Roslyn, S. D.—I have purchased both elevators of the Farmers Elvtr. Co. here, with capacity of 20,000 bus. each; located on the Soo Line. Handle coal, flour, feed and do custom grinding. Will operate my two elevators as the Roslyn Elvtr. Co.—J. H. Gullickson.

Madison, S. D.—The Ketcham Grain & Fuel Co.'s elevator burned June 24 at 4:30 in the afternoon. Cause is unknown. All buildings were a total loss except a coal shed, garage and corn crib. There was no grain in the elevator. The property was partially covered by insurance. It will probably be rebuilt.

Gallup (Ashton p. o.), S. D.—Construction has started on a 20,000-bu. elevator for John Peck, owner and operator, on the site of the former Gallup Farmers Elvtr. Co.'s elevator, the V. M. Zweber Co. having the contract. Mr. Peck has been manager of the Duxbury (Mansfield p. o.) Co-op. Elvtr. Co.'s elevator for a number of years.

SOUTHEAST

Norfolk, Va.—The Berkley Feed Corp., J. M. Stokley, Jr., pres., has increased its authorized capital stock from \$25,000 to \$50,000.

Birmingham, Ala.—Charles F. Willen, Birmingham grain broker, has returned from an automobile trip to Cairo and Chicago, during which he stopped to visit his mother in Terre Haute.—G. H. W.

Roanoke, Va.—The Piedmont Millers Ass'n, at its eighth annual convention, which convened in this city June 16 and 17, elected the following officers: Pres., F. H. Huntley, Monroe, N. C.; first vice-pres., T. J. Bell, Covington, Va.; second vice-pres., J. B. Allen, Columbia, S. C.

TENNESSEE

Fayetteville, Tenn.—The flour mill of the Fayetteville Milling Co. was slightly damaged by windstorm on June 20.

Memphis, Tenn.—Officers recently elected for the clearing ass'n of the Memphis Merchants Exchange are: Pres., L. B. Lovitt; vice-pres., H. B. McCoy; sec'y-treas., A. C. Westervelt; assistant sec'y, Theodore Courtney; directors: J. H. Trenholm, L. C. Barton, C. P. Reid, Grider Wiggs and L. B. Lovitt.

TEXAS

Rhome, Tex.—On June 8 windstorm damaged the mill of the Rhome Milling Co.

Kress, Tex.—The elevator of the Farmers Mill & Elvtr. Co. was damaged by windstorm on June 9.

Abernathy, Tex.—The capacity of the Rea Milling Co.'s mill is being increased from 30 to 100 barrels per day.

Hereford, Tex.—An addition is being built to the flour mill of the Packing Milling Co. and a new engine installed.

Plainview, Tex.—The capital stock of the Harvest Queen Mill & Elvtr. Co. has been reduced from \$600,000 to \$400,000.

Floydada, Tex.—The Boothe Mill & Elvtr. Co. is erecting a new flour and feed mill here, having a capacity of 50 barrels per day.

Wichita Falls, Tex.—The roof of the warehouse of the James C. Hunt Grain Co. was slightly damaged by windstorm on June 8.

Fort Worth, Tex.—The shed attached to the elevator building of the Burrus Mill & Elevator Co. was damaged by windstorm on June 9.

Floydada, Tex.—The Edwards Grain & Elvtr. Co. opened its elevator for business on June 13, with Orland Howard, former manager, in charge.

Graham, Tex.—The Charles E. Hinson Grain Co. has a new plant under construction here, including a 20,000-bu. elevator and feed grinding and mixing machinery.

Booker, Tex.—R. M. Lemon will be manager of the Liske Grain Co.'s elevator this year. New electrical equipment has recently been installed and the elevator repaired.

Plainview, Tex.—Jack Wilson and Roy Burrus have leased the Ben Smith Grain Co.'s elevator for the season and formed a partnership to be known as Wilson & Burrus.

Stratford, Tex.—We are contemplating the installation of a feed mill and a seed supply department in connection with our elevator.—Oklahoma Wheat Pool Elvtr. Corp., Robert Shapley, mgr.

Sanger, Tex.—On June 26 the wind blew off 12 to 18 squares of roofing, and water caused damage to belting and tubes in large flour dust collector and cloths in plansifter in the mill of the Sanger Mill & Elvtr. Co.

Ft. Worth, Tex.—Eight grain tanks, 50 x 100 feet, are being erected by Universal Mills, increasing the storage capacity of the company by 275,000 bus. and bringing the capacity of Ft. Worth up to 15,272,000 bus.

Sherman, Tex.—The Diamond Mill & Elvtr. Co. is erecting a new 114 x 200 foot feed and flour warehouse, two stories in height, of concrete with brick curtain wall. The Jones-Hettersater Const. Co. has the contract.

Ft. Worth, Tex.—P. J. Mullin Grain Co., incorporated; capital stock, \$5,000; incorporators C. R. McClennahan, P. J. Mullin and O. A. Triplett; to deal in grain and farm products. This is an old, established business.

Pilot Point, Tex.—The Sanger Mill & Elvtr. Co. has appointed Arthur Chance manager of its new elevator, described in detail in the May 25 Journals, which was opened for business on June 16, at which time it received some of the new crop wheat.

Houston, Tex.—The Houston Public Elvtr. recently completed a new office, 37 x 39 feet, of hollow tile faced with brick. It contains a fireproof vault 11 x 12 feet. It is large enough to house a force sufficient to handle the 3,500,000-bu. elevator working to capacity.

Terrell, Tex.—The Terrell Milling Co.'s plant was damaged by fire Saturday night, June 25; loss, \$16,000; partly insured. The south end of the plant was saved. The plant was being operated under lease by Hal C. Horton as a feed manufacturing plant. It will be rebuilt.

Sherman, Tex.—The Kimball-Diamond Milling Co. is erecting a two-story warehouse and office building, of fireproof construction, 200 x 115 feet. An elevator for coarse grains will also be erected. The capacity of the flour mill is being increased from 900 to 1,900 barrels per day.

Terrell, Tex.—Mathews & Austin's elevator and grain warehouse at the Texas & Pacific yards burned at about 3:30 a. m., June 13; loss, \$16,000; partly covered by insurance; about \$1,000 worth of oats and barley was destroyed. The elevator was one of the oldest buildings in that section of town, having been erected in 1898.

Ranger, Tex.—K. C. Jones, former owner of the local flour mill, which he operated for 14 years, selling out to J. M. Mathena in 1930, has leased the mill equipment, overhauled the mill and opened it for business, after it had been closed for several months. He will do a general feed and grinding business besides flour milling.

Spearman, Tex.—Mr. Porter, of Porter Grain Co., is completing a new 40,000-bu. studded elevator on the site next to the plant he sold to the Texas Wheat Pool about two years ago. An improved air dump is set to handle both trucks and wagons. The White Star Co. furnished rods, washers and equipment. Mr. Porter is agent buyer for the Pool and operates its elevator.

Hitchland, Tex.—Windstorm slightly damaged the plant of the Hitch Grain Co. June 18. The plant of the Transit Grain Co. was also slightly damaged by windstorm several weeks ago.

Crowell, Tex.—The Bell Mill & Elvtr. Co.'s plant was sold at auction recently and was purchased by T. P. Duncan, former general manager of the Wichita Mill & Elvtr. Co., of Wichita Falls, Tex., now a unit of General Mills, Inc. The plant will operate as T. P. Duncan & Son, with Duncan, Jr., as manager. An electrically operated machine for testing moisture in grain has been installed.

Burkburnett, Tex.—G. D. Rigsby, sole owner of the Rigsby Grain Co., has temporarily leased the elevator (former owner the W. S. Duvall Co., which became bankrupt early this year), with option to buy same, from the Wichita Cotton Oil Co., which bid the property in at the receiver's sale. No improvements of note will be made to the elevator at this time. We will also sell lubricating oils and perhaps other side lines.—Rigsby Grain Co., by B. L. Beach, manager.

UTAH

Ogden, Utah.—The Ogden Livestock Feeding Co.'s barn and machinery burned Sunday night, June 19; loss, \$15,000; about half covered by insurance. The barn was a three-story building, containing machinery for chopping hay and grinding feed, and also a large quantity of hay.

Ogden, Utah.—At the annual meeting of the Ogden Grain Exchange, held June 30, the following officers were elected: Pres., Charles C. Baker; vice-pres., J. J. Neville; sec'y-treas., Lloyd Stone, chief inspector of the Exchange. Directors: M. G. Pence, P. M. Thompson, E. R. Alton, Chas. C. Baker, H. W. Stein, J. J. Neville, R. E. Miller, H. H. Blood and Jedd Jones, Jr.

WISCONSIN

Manawa, Wis.—Ottomar Esche has installed a magnetic separator ahead of his feed mill.

Milwaukee, Wis.—Norman L. Witt has been elected a member of the Milwaukee Grain & Stock Exchange.

Waupun, Wis.—Kohl & Coppelt, proprietors of a feed mill and elevator, have dissolved partnership and the business hereafter will be conducted as the Philip Kohl Elvtr. Co.

Milwaukee, Wis.—We have let all our contracts for the building of a new concrete fireproof grain storage and cleaning house, which will permit of an additional 300,000 bus. of storage. The entire plant will be completely electrified and will be equipped with the most up-to-date cleaning machinery. The grain for our malting purposes will be cleaned and graded, etc., on a gravity system with the least possible handling, thus insuring the least possible damage to the barley. Concrete footings were poured about the middle of June, and we expect to have the plant in full operation by Aug. 16.—Walter A. Zinn, pres. Milwaukee-Western Malt Co.

WYOMING

Hawk Springs, Wyo.—Windstorm slightly damaged the elevator and stock of the Lexington Mill & Elvtr. Co. recently.

Gillette, Wyo.—Installation of a feed mill elevator has been completed at the Edwin Rishel Implement House and all kinds of feed grinding can now be taken care of.

FORT WORTH

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Cash and Futures

Field Seeds

O'Neill, Neb.—The blue grass seed harvest is in full swing in Holt County, with seed in prime condition.

Erie, Pa.—Emil Theilman of the Theilman Seed Co. recently was found dead in his store from a heart attack. He was 60 years of age.

Denison, Ia.—A branch to sell seeds at wholesale is to be established here by the Berry Seed Co., of Clarinda, under the name Standard Seed Co., using the warehouse of Jacob Weiss & Son on the C. & N-W. Ry.

Exports of kafir and milo have shown a very gratifying increase during the first quarter of 1932, having been 2,798,728 bus., against only 2,699 bus. for the like quarter of 1931.

Harlingen, Tex.—"Texas Associated Seeds" has been incorporated, as of New Haven, Conn., and Harlingen, to cultivate, buy and sell seeds. The capital stock is \$30,000, and the incorporators are J. T. Ellis, Jr., and others.

Washington, D. C.—Repayments of federal seed loans made during the past year have reached 60 per cent by June 24, out of the \$47,000,000 loaned.

Toronto, Ont.—Hogg & Lytle have closed their office here, continuing the clover seed and grain business at Oakwood and the bean and pea business at Oshawa.

Atlanta, Ga.—Hastings-Associated Seeds, Inc., is being formed by the Associated Seed Growers, Inc., of New Haven, Conn., and the H. G. Hastings Co., to do a wholesale business.

A weed seed new in Minnesota has been found in Ramsey County, and is better known in the Western states and Idaho as hoary cress and white top. Tho the flowers are white it belongs to the mustard family and spreads by seeds and running roots. It is difficult to eradicate from the fields.

A bluegrass seed pool is to be financed by the Federal Farm Board on the basis of an advance of 40 cents per bushel on the 1932 crop, against 70 cents in 1931. The lower price is ascribed to a heavy carryover stock held by a co-operative in Kentucky.

Sioux Falls, S. D.—Proposed reductions in freight rates on clover seed to eastern states were argued here recently before an examiner of the Interstate Commerce Commission, on a complaint by the Fargo Chamber of Commerce, desiring a change from class A to Class D.

Certified Seed of the varieties grown by men co-operating with the Minnesota Crop

Improvement Ass'n, and carrying the distinctive tag of quality given only after field and bin inspection by seed inspectors, and after laboratory tests, has never been in such strong and insistent demand in Hennepin County as it has been this season. Reports from other parts of the state indicate a large demand for better seed.

Indianapolis, Ind.—A seed warehouse to be equipped with seed cleaning equipment is being built here by the Indiana Farm Bureau Co-operative Ass'n. The building is of cement concrete, 50x70 ft., with large basement. I. H. Hull, general manager, states that Indiana farmers are taking an increasing interest in quality grass seeds.

Seed the Important Factor in Growing Beans

A 3-years' study by the Michigan State College showed that the only way a profitable bean crop can be raised in Michigan under present market conditions is to produce an exceptionally good yield and to keep the growing costs as low as possible while securing the high yield. Methods of getting big yields per acre should vary on different types of soils.

The two extremes in production costs found by the farm management department in its study of 92 farms was a low cost of 63 cents per bu. for a 34.2-bus. crop and a high cost of \$8.44 per bus. for the production of 2.2 bus. per acre. One farmer made a profit of \$16.86 per acre on his beans in 1930, when the average loss on the 92 farms was \$8.59 per acre.

The use of Robust beans, a disease resistant variety originated at the College, as seed stock, appears to be the best means of insuring a profit.

Seed Movement in June

Receipts and shipments of seeds at the various markets during June compared with June, 1931, in bus., except where otherwise noted, were as follows:

	Receipts		Shipments	
	1932.	1931.	1932.	1931.
Chicago	122,000	78,000	1,000	1,000
Duluth	233,630	286,757	138,527	222,611
Ft. William	120,796	187,627	44,325	273,741
Minneapolis	168,160	510,510	175,450	261,000
New York	310,000	120,000	117,000	.....
Superior	59,573	98,088	17,500	71,001

KAFIR AND MILO

Galveston	.....	716,428	.....
Houston	217,500	19,500	158,571
Hutchinson	60,500	71,500	.....
Kansas City	70,000	203,500	190,400
Los Angeles	41,800	13,200	.....
St. Joseph	1,500	1,500	.....
St. Louis	29,600	69,600	15,600
Wichita	36,400	7,800	29,900

CANE SEED

Ft. Worth	6,600	.....	.....
Kansas City	4,600	2,300	25,300
Wichita	1,300	1,300	1,300

SORGHUMS

Cincinnati	1,400	1,400	.....
Ft. Worth	277,200	.....	119,000
Louisville	4,500	12,000	.....

CLOVER

Chicago, lbs.	268,000	84,000	101,000
Milwaukee, lbs.	85,000	.....	6,065

TIMOTHY

Chicago, lbs.	286,000	83,000	.....
Milwaukee, lbs.	142,000	.....	.....

Unit of Sale Correct Basis of Business Profits

By FRED KELLOGG, Milwaukee, Wis., before Farm Seed Group at Chicago.

Last year we were paying \$6 for Sudan grass and selling it at \$8, or a gross profit of 25 per cent, and a profit in dollars and cents of \$2 per 100 pounds, or \$800 on a forty-capacity car.

This year we have been buying Sudan at \$1.35 and selling it for \$2, resulting in a gross profit of 32½ per cent, 65c per 100 lbs., or \$260 per car. In other words, our gross profit is 7½ per cent greater than last year, but actually more than 65 per cent less in dollars and cents.

It should, of course, be apparent that the actual costs involved in handling 100 lbs. of Sudan grass are substantially the same whether the selling price is \$8 or \$2 per 100 lbs.

From my own viewpoint, at least, it seems obvious that the expense and profit burden per unit of sale can be more correctly and definitely apportioned than under the percentage of the sale dollar system now employed.

Unit of Sale Basis.—At the outset of the present season let us assume our expenses and hoped-for profit, totaling \$100,000, was predicated upon a dollar volume of \$1,000,000 and a physical volume of 8,000,000 lbs.

The expense and profit is, therefore, 10 per cent of the anticipated dollar volume and \$1.25 per 100 lbs. upon the physical volume to be handled. Let us assume our budget for expense has held up as anticipated, but the dollar volume, due to a severe decline in the price level, has shrunk \$600,000 and a smaller demand than anticipated has reduced the tonnage volume to 7,000,000 lbs. Expenses, therefore, prove to be actually 16½ per cent of the sale dollar instead of 10 per cent, and the cost of handling a hundred pounds has risen from \$1.25 to \$1.428, an increase on the one hand of 66½ per cent and on the other of 14.24 per cent. The loss in dollar volume of \$400,000 has eliminated 40 per cent of our anticipated expenses and profit or \$40,000. But the loss in physical volume of 1,000,000 lbs. in the tonnage anticipated in advance of the season amounts to only 12½ per cent. On the one hand we realized 40 per cent less than estimated and on the other the expense of handling and allowance for profit per hundred pounds, because of the loss of 12½ per cent of the physical volume, increased the unit cost slightly over 14 per cent.

Had our expenses and anticipated profits been based upon a unit of sale rather than a percentage of the sale dollar, the results of this season's operations would have been far more satisfying than is actually the case.

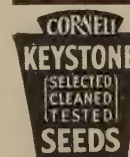
The Kellogg Co., Battle Creek, Mich., is defendant in a suit for \$250,000 damages brought by the National Biscuit Co., for alleged unfair competition in imitating its shredded wheat biscuit. A permanent injunction restraining defendant from making and selling a similar product is asked.

"We urge the abandonment of our hopeless experiment in the governmental control of agricultural prices, production and surplus. It is a failure here as it has been in every other nation. It has injured those it was intended to benefit, contributed to the demoralization of our markets and taken vast sums from the depleted income of the citizen in a futile contest with natural law."—National Ass'n of Manufacturers.

CRABBS REYNOLDS TAYLOR CO.
CRAWFORDSVILLE, IND.

GRAIN

Clover and Timothy Seeds
GET IN TOUCH WITH US



CORNELL SEED CO.

FIELD SEEDS
BUYERS & SELLERS
ST. LOUIS, MO.

Directory

Grass and Field Seed Dealers

CONCORDIA, KANS.

The Bowman Seed Co., wholesale field seeds.

CRAWFORDSVILLE, IND.

Crabbs, Reynolds, Taylor Co., clover, timothy.

KANSAS CITY, MO.

Rudy-Patrick Seed Co., field seed merchants.

PHOENIX, ARIZ.

Capital Fuel & Feed Co., hay, alf., Berm., sor. seeds.

ST. LOUIS, MO.

Cornell Seed Co., field seed merchants.
Mangelsdorf & Bros., Ed. F., wholesale field seeds.

SEDGWICK, KAN.

Sedgwick Alfalfa Mills, field seed merchants.

WAMEGO, KAN.

Wamego Seed & Elev. Co., alfalfa & seed corn.

WICHITA, KAN.

Ross Seed Co., Kansas Grown Alfalfa.

ED. F. MANGELSDORF & BRO.

Buyers and sellers of
Sweet Clover, Alfalfa, Clovers, Timothy, Grasses, Fodder, Seeds, Sudan Grass, Soy Beans, Cow Peas
St. Louis, Missouri

Annual Meeting American Seed Trade Ass'n

E. T. ROBINSON, Waterloo, Ia., 2d v. p., called the 50th annual convention of the American Seed Trade Ass'n to order in the Hotel Sherman, Chicago, at 10:20 a. m., June 21.

W. ATLEE BURPEE, Philadelphia, read the address of his brother, David Burpee, president, who was absent on account of illness, in which he stated that: "The most important problems scheduled for our program for the consideration of this convention can be grouped under two general headings:

"1—How can the individual member make a decent profit in his business in spite of the many obstacles to be surmounted?

"2—How can the ass'n be organized to make it give members the largest possible return on the money that we annually invest in it?

"The employment of a full-time executive should be our ultimate goal. Moreover we should work toward that goal in all our planning for the future. The work and opportunity of the ass'n are expanding and will continue to expand."

The Traffic Com'te reported that the cost of maintaining the Traffic Buro for the past year had been \$8,500. The Buro audited freight bill claims filed amounting to \$5,285.88, collected \$1,087.05 and paid \$434.82 commissions to Treas. Kendel.

The Buro has been discontinued as an ass'n activity, but manager Donald S. Payson has opened at an office at the same location in Washington to handle traffic problems of seedsmen.

A resolution was adopted that the work of the National Garden Buro be continued, and that the special advertising com'te is authorized, in the name of this ass'n, to request from each member, for the support of the National Garden Buro the coming year, a minimum contribution of \$50, plus an additional sum sufficient to make the total contribution equal to two per cent of the member's appropriation for magazine and newspaper advertising for the current year; or, in the case of growers, wholesalers and others, not advertising extensively, \$50 for each \$50,000 of gross business, and that the secretary be requested to publish in the proceedings of this ass'n the names of the contributors and the amounts contributed.

OFFICERS elected for the ensuing year are Pres., E. T. Robinson, Waterloo, Nebr.; first v. p., Thomas Whittet, Richmond, Va.; second v. p., Charles D. Ross, Louisville, Ky.; sec'y-treas., C. E. Kendel, Cleveland, O.; asst. sec'y, W. P. Wood, Jr., Richmond, Va.; executive com'te composed of all the past presidents; and W. Ray Hastings of Atlanta, Ga.; Berkeley Michael, Sioux City, Ia.; and Merritt Clark of New Haven, Conn.

"Grades of Grain Deliverable on Futures Contracts" is a new mimeograph compiled by the Grain Futures Administration, U. S. Dept. of Agriculture, Chicago, Ill.

Seed Oats in Southern States

Supplies of seed oats in a number of Southern States are expected to be much smaller than last year, according to the U. S. Bureau of Agricultural Economics. In Texas and Oklahoma supplies of seed oats were expected to be 35% to 45% smaller than a year ago. In the Carolinas and Tennessee a reduction of 20% to 25% was expected.

The quality of the seed oats in the South fell below that of the 1931 crop. In the Carolinas it ranged from fair to very good. In Texas, Oklahoma, Tennessee and Georgia the quality was mostly fair or good.

Reports from the Carolinas and Tennessee indicate that there will be a reduction of 20% to 30% in the production of Abruzzi rye. Likewise smaller production was expected in Tennessee; but in Georgia and Virginia, the crop was expected to be about the same as that of a year ago. Reports on quality ranged from fair to very good.

Vitality of Weed Seeds

In an experiment begun in 1902 112 sets of seeds were buried in pots filled with soil at the Arlington Experiment Farm at Rosslyn, Va. Most of the weed seeds were gathered near the farm. The seeds were buried at three different depths, 8 inches, 22 inches, and 42 inches. Different sets of the seeds have been dug up at intervals since then, the last previous to this year's in 1923. At that time 51 of the seed varieties germinated when planted. This time the number that grew was 35. The present plan is to dig up the seeds from time to time, probably at 10-year intervals, to see just how long the seeds can remain in the ground and still grow.

Only three domesticated plants are among the 35 kinds of seeds which grew this time. These are clover, tobacco, and celery. The rest are weeds.

A surprising thing in connection with this experiment was the rapidity with which some of the weed seeds germinated. For instance, although they had been lying dormant for 30 years, the wild morning glories sprouted within two days. Within eight days 15 more species were growing. The lesson for farmers is that as a rule weeds can not be exterminated by burying the seeds.

Crop plants showed poor resistance to burial. Seeds of barley, wheat, corn, buckwheat, flax, cotton, and oats were all buried at the time the weeds were but none of them has ever sprouted. These seeds, however, will live several years if kept dry.

The following are the seeds which grew this year: foxtail, nodding wild rye, Kentucky bluegrass, sand dropseed, smartweed, lady's-thumb, willow-leaved dock, curled dock, broad-leaved dock, lambs'-quarters, maple-leaved goosefoot, pokeberry, rough cinquefoil, wand-like bush clover, locust tree or false acacia, alsike clover, red clover, velvet leaf, rosemallow, evening primrose, celery, bindweed, wild morning glory, smartweed dodder, white vervain, Jimson weed, tobacco, black nightshade, great mullen, common plantain, ragweed, scotch thistle, black-eyed susan, oxeye daisy, ramie.

Seeds which grew when dug in 1923 but failed to show any life this time were: reed canary grass, timothy, hairgrass dropseed, yellow nut grass, purslane, black mustard, foxtail, green foxtail, climbing false buckwheat, sugar beet, wild senna, white clover, blue vervain, broad plantain, great ragweed, burdock, Canadian thistle.

A sweeping investigation of the Federal Farm Board is promised by Senator McNary, following the demand months ago by Senator Norris for an investigation, but when?

Surcropper Sugar Corn, for Texas

The Texas Agricultural Experiment Station announces that Dr. P. C. Mangelsdorf, Corn Breeder for the Station, has succeeded in imparting to several of the best yielding varieties of Texas field corn by breeding work, the sugary qualities of the kernel of the northern-grown sweet corn, a poor producer in the South. Carload shipments of green corn are moved in season from several points and the green corn business is becoming an important industry. The consumption of corn can be greatly increased by this addition of the sugary qualities to the kernel, and Texas has a new crop with added money values in this Surcropper sugar corn and other adapted varieties to which the Corn Breeder has imparted the sugary kernel.

A limited amount of seed of the Surcropper sugar variety was distributed this season and a large quantity is being increased under irrigation at the Winter Garden Station with a view of establishing this variety thruout the green corn growing regions of Texas.

Field Seed Crops in Oregon and Washington

By FRANK LECKENBY before Pacific States Seedsmen's Ass'n

Rye Grass.—There was a 1930 hold-over of 700 tons of rye grass. Practically all of this was sold before the 1931 crop was placed on the market. The 1931 rye grass seed production amounted to about 13,000,000 pounds, coming from 21,000 acres. It is estimated now that the present hold-over amounts to 2,000 tons. A considerable portion of this is still in the producing districts, mostly in warehouses.

Present indications are that the 1932 rye grass seed production will amount to five million pounds, coming from about 15,000 acres. The probable percentage of the 1931 production for 1932 in acres amounts to between 60 and 70 per cent and its probable crop from 40 to 50 per cent.

Totaling this up, the indications are that there will be about 9½ million pounds of rye grass seed available for market early in the fall of 1932. This includes the 1932 crop and the 1931 hold-over.

The growing season for rye grass in the Willamette Valley has been very good.

Austrian winter field peas.—The acreage of Austrian winter field peas to be harvested for seed in 1932 is very materially under that harvested for seed in 1931. In Oregon the acreage has dropped from 10,500 to 3,500 this year. The acreage in California amounts to practically nothing. Washington acreage apparently does not amount to very much over 600 acres.

Red Clover.—The acreage of red clover thruout the Pacific Northwest is considerably larger this year than it has been for several years. The red clover seed crop will amount to from 5,000,000 to 6,000,000 pounds in Oregon, and 1,000,000 to 2,000,000 pounds in Washington. The Washington red clover is mostly grown in the same, high, dry area as the Idaho seed.

The 1931 crop of red clover and alsike in both Oregon and Washington has all moved out. There will be no carry-over; in fact, supplies for local, late plantings were hard to obtain.

Alsike Clover acreage in the Pacific Coast section is also larger this year than it has been for several years past and the indications are that the 1932 crop will be from 1½ to 2½ million pounds. The largest increase in acreage is in central Oregon.

Hairy Vetch seed crop to be harvested in the Pacific Northwest this year will be larger than it has been at any other time up to date, amounting to about 600,000 pounds. Many of the growers are "new at the game" and by the time they get ready to harvest they may find that the majority of their seed has already harvested itself.

Purple Vetch acreage in the Pacific Northwest is shorter this year than it has been for several years past. The low prices of 1931 gave it quite a set-back. Approximately 30 tons is in prospect in the Roseburg-Coos Bay district. The Willamette Valley will not produce over one car this year. The crop of Purple Vetch in Washington is not over 25% of former years, so that total available supply outside of California is very limited.

Spring Vetch acreage last fall was abnormally large; between 30 and 40 thousand acres in the Willamette Valley were seeded to spring vetch. As to how much of this will be reserved for seed production purposes is very difficult to state, as the hay was well cleaned up in 1931-32, with the result that a considerable acreage, in all probability, will be cut for that purpose.

There has been a very small hold-over of vetch seed of any kind in the Pacific Northwest this year. In other words, the hold-over will have no effect at all upon the market amount.

Grain Carriers

Superior, Wis.—The Northwest Shippers Advisory Board will meet here July 26 at the Androy Hotel.

The Minneapolis & Rainy River Railway Co. has been authorized by the Interstate Commerce Commission to abandon operation of its line after losing money for 5 years. The railroad extended 43 miles from Deer River to Craig, Minn.

Elgin, Joliet & Eastern Railway Co.'s Supplement No. 3 to Tariff No. 140, Supplement No. 2 to Ill. C. C. No. 545, effective July 25, 1932, eliminates certain stations on the C. & N. W. Ry. as destinations in tariff applying on grain and grain products.

Grain and grain products were loaded into 30,338 cars during the week ending July 2 as reported by the American Ry. Ass'n, compared with 27,577 a week ago and 47,675 a year ago. Grain more than held its own during the week altho all freight loadings decreased 9,526 cars.

Restrictions proposed on routing of grain between points in Arkansas and Oklahoma resulting in increased rates have been suspended by the Interstate Commerce Commission from June 17 to Jan. 17, 1933, pending an investigation. It was proposed to eliminate the Rock Island as an intermediate carrier.

Montreal, Que.—Judge Demers has dismissed an action brought by the Bunge North American Corporation against the steamer Skarp, which stranded twice on the Great Lakes in 1928, damaging its wheat cargo; on the ground that the shipowners were not liable under the Harter Act of the United States.

Millers of Montana, Minneapolis and the Pacific Coast are in a three-cornered fight on wheat and flour rates from Montana, as to whether the wheat shall be ground locally or shipped out, and a full presentation of all sides is expected at the hearing by the Interstate Commerce Commission at Seattle beginning July 11.

Opening of navigation on the Missouri River was celebrated the last week of June by a cruise up the river by Patrick Hurley, sec'y of the War Department. Two steamers towed 3 barges from St. Louis, but commercial operation is not to start until later, when the engineers certify the completion of the 6-ft. channel.

Ottawa, Ont.—The Dominion Board of Railway Commissioners recently ruled that the railways have a right to make special rates to meet water competition on the lakes between Western Canada and the seaboard. Ontario millers had objected and desired that the same reduced rate be made available to them, which the Commissioners denied.

Abandonment of the branch line of the C. & N. W. Ry. between Madelia and Fairmont, Minn., is contemplated. In the 27-mile stretch are three stations, Lewisville, Truman and Northup, with three grain elevators. The Farmers Elevator Co. at Truman is heading the petitioners for continuance of service, and the com'te in charge has employed an attorney.

Henry Ford entered the railroad business like a lion, and retired from it like a lamb because he found that, after having become a billionaire in making cheap automobiles, he could not successfully run even a small railroad as long as the Interstate Commerce Commission could get him indicted if he ran it as he saw fit.—*Railway Age*.

Ft. William, Ont.—Grain shippers are watching the outcome of the new organization of Canadian vessel owners, the purpose of which is to stabilize freight rates, which

for several weeks have been below the operating margin. It is planned to organize a corporation with a manager at Winnipeg to make charters for all the steamship owners who will be stockholders. About one-half of the vessel tonnage on the Great Lakes will be laid up.

S. J. Henry, Agent, North Pacific Coast Freight Bureau, in behalf of the Spokane, Coeur D'Alene & Palouse Railway and Great Northern, has filed tariff containing schedules withdrawing and canceling certain thru rates and routes via Northern Pacific and Milwaukee on grain, flour, millfeed and other articles, carloads, from points on the Spokane, Coeur D'Alene and Palouse Railway to Puget Sound points. The Washington State Dept. of Public Works has placed the filing under suspension pending investigation and hearing.

Austin, Tex.—The state railroad commission has denied the petition of the Texas & Pacific for revised rates on cottonseed, cake and hulls that would have allowed the railroads to credit oil mills with the cost of bringing the seed to the mill point when outbound products equaling 65% of the inbound seed are shipped by the same line, on the ground that it would be a discrimination against interior mills. The railroad company sought the change to hold traffic against the trucks. How these bureaucrats love to dictate what the rest of us shall do.

The total tonnage moved thru the New York State Barge Canal in 1931 was 3,722,012, which, divided into the cost to the indulgent taxpayers, discloses a subsidy to the tune of about \$3.80 a ton. In 1929 the average haul on the system was approximately 250 miles. Assuming it to have been the same last year, the taxpayers of New York paid 1.52 cents for every ton-mile of freight moved on the canal. The average charge on the New York Central railroad, which the barge canal system largely parallels, was approximately one cent per ton-mile. In other words if the taxpayers had paid the railroad company what it cost to run the canal the shippers could have had their freight carried free and saved the taxpayers 0.52c per ton mile.

The reason why the railroad industry is in worse condition than any other is that it has been for years subjected to stupid, unfair and economically unsound government policies; and the reason why it may fail to recover as business begins to improve is that the threat of continuance of these policies hangs over it like a pall. The American people are today paying an awful price for having for almost a quarter century and especially during the last twelve years, applied national and state government policies which, if applied long enough, would ruin any industry however well managed, and which at last have worked the virtual financial ruin of the railroad industry.—Samuel O. Dunn, editor *Railway Age*.

In No. 24706, Pillsbury-Astoria Flour Mills Co. v. Great Northern Examiner J. E. Smith suggests that the Commission should find unjust and unreasonable the present rates and charges on grain originating in Idaho, Montana, Oregon and Washington on the rails of the Northern Pacific, milled in transit at Astoria and the products reshipped to destinations in California, Oregon and Washington. Smith said that the Commission should find that, for the future any rate, or charge, on this traffic originating on the Northern Pacific in the territory described, transited at Astoria and the products moved outbound to the destinations described, which exceeded the joint rates from origin to destination by more than five cents would be unjust and unreasonable, the result of that proposed finding being that Astoria, on transited traffic, would be 2.5 cents over Portland. The transit charge is 2.5 cents at Portland and other points.

Decisions and New Complaints

Before the Interstate Commerce Commission:

No. 24384, Sub. No. 1. Farmers' Elevator Co-operative Co., Salina, Kan., v. A. T. & S. F. Unreasonable rates and charges, wheat and corn, Hedville, Kan., to Kansas City, Mo.—Kan., St. Joseph, Mo., Atchison, Leavenworth, Hutchinson and Wichita, Kan. Asks rates and reparation.

No. 24966, Climax Roller Mills v. L. & N. By Examiner William G. Butts. Rate, grain and grain products, Louisville, Ky., to Shelbyville, Ky., shipped from points beyond Louisville, was, is and for future will be unreasonable to extent it exceeded, exceeds or may exceed 8 cents, but not otherwise unlawful. Reparation recommended.

No. 23568, Fraser-Smith Co. v. Grand Trunk, No. 24066, Cargill Elevator Co. v. Camas Prairie and No. 24066, sub. No. 1, Stühr-Seidl Co. v. Belt of Chicago, thru Frank B. Townsend, have asked for reargument and reconsideration. A large part of the complaints is against higher proportionals on grain from the northwest than from trans-Mississippi territory from Chicago and Milwaukee to destinations in central freight association territory. To the Michigan destinations the proportionals are from one to four cents higher for the hauls east of Chicago and Milwaukee when the grain comes from the northwest than when it comes from trans-Mississippi territory. Complainants claim that the proportionals on grain from the northwest for the hauls east of Chicago and Milwaukee should be no higher than the proportionals on grain from the trans-Mississippi for like hauls. Complainants said it was beyond belief that the Commission would open their entire trade territory to eastern jobbers and manufacturers and still deny to them proper rates on grain reshipped from Minneapolis to destinations in Michigan.

Supply Trade

Utica, N. Y.—William F. Bossert, founder of the Bossert Corp. and an inventor of wide reputation died recently.

York, Me.—Charles C. Goodrich, member of the board of directors of B. F. Goodrich Rubber Co., and son of the founder of the company, died July 10.

Silver Creek, N. Y.—B. L. Brooks for many years representative for the Huntley Mfg. Co. in the eastern territory, died June 20, after a short illness.

Beloit, Wis.—Alan E. Ashcraft, vice-pres. and gen'l manager of E. & T. Fairbanks Co., scale manufacturing subsidiary of Fairbanks, Morse & Co., has been appointed vice-pres. in charge of all manufacturing of the parent company, with headquarters at the main works here. He succeeds A. W. Thompson, who resigned July 1.

Des Moines, Ia.—Sentence for Chas. E. Yoder, president of the Portable Milling Co., before it went into the hands of a receiver, was set for Sept. 1. One of the creditors of the company, charges since Apr. 1, Yoder has been doing business as president of the United Portable Milling Co. using equipment under control of the receiver. The contempt of court action is against Yoder as president of the United and alleges he has interfered with work of the receiver.

Advertising is the best attack against depression. Curtailment of research effort, selling, and advertising has in many cases reached a stage dangerous for the future of many a business. Advertising, as a part of good management, makes for sales now and produces acceptance for more sales when the upturn in business comes. The hatchet, never a good tool to build with, ought to be discarded in favor of the realization that unless the public has a chance to pass on a new product and its value the owner of the business is in no position to say business is terrible. The present time offers to the small manufacturer with an improved product and a new idea a remarkable advertising opportunity.—Roy Dickinson, *Printers' Ink*.

From Abroad

Spain has authorized the importation of an additional 1,000,000 bus. of wheat.

France has reduced from 45 to 40% the amount of imported wheat allowed in flour.

Sweden's crops promise so well that imports of wheat and rye may be practically nil.

"El Cerealista," published by Rugeroni & Co., Buenos Aires, gives daily statistics of Argentine cereal exports.

Russia's wheat crop will be the largest in its history, according to Valerian Ossinsky, head of the soviet statistical bureau.

Grain futures markets in Hungary have been reopened following a favorable decision by the Hungarian Exchange Council.

Russia offered wheat July 5 at 52 cents in Liverpool for September shipment, underselling Canada and the United States.

London Corn Exchange has sent a questionnaire to members on the advisability of restricting visitors and buyers who now are freely admitted.

The London and Liverpool Corn Exchanges and the Federation of Corn Trade Ass'ns will be officially represented at the Ottawa conference on quotas.

Germany has restored, effective July 1, the tariff of 25 marks per 100 kilos on wheat, instead of the reduced rates of 11.25 to 18 marks available to millers under specified conditions.

The Danish Ministry of Commerce has announced that as of July 1, 1932, all barley groats sold or offered for sale at retail in Denmark must plainly show on the package whether the groats were manufactured from Danish or foreign barley.

In Hungary the grain-ticket system was abolished as of July 1, 1932. Losses to May 1, incurred by the Hungarian Government in connection with the grain ticket system for the years 1930-31 and 1931-32 amounted to nearly \$5,000,000. In addition to this, the government lost about \$3,000,000 in connection with grain stabilization purchases. Another farm racket.

The Italian milling quota for the new crop year has been fixed with domestic bread wheat requirements at 95% in Sardinia and 70% in Sicily after June 27; 95% effective July 7 in South Italy and Latium and July 15 in Central and North Italy. The domestic durum wheat quota is also fixed at 95% effective July 7 in South Italy and July 15 in Central and North Italy.

In Bulgaria the government Grain Purchasing Bureau has continued to operate under the provisions of the law of Oct. 12, 1931, which established government monopoly control of the country's grain trade. Wheat is purchased from farmers by the Bureau at 67 cents per bushel f. o. b. Varna or Bourgas (a farm price of about 62 cents per bushel), and is resold to mills at 78 cents per bushel. The profit from such sales is used to cover losses on wheat sold for export.

The imposition of a custom duty on wheat by the Japanese Government having cut off trade from Canada in feed wheat, efforts are now being made to establish a recognized official grade which will be admitted by Japan free of duty. New regulations have been promulgated by Japan specifying feed wheat as being wheat weighing 59 pounds per bushel, and containing 77% damaged wheat, 13% graded wheat and 10% other cereals, grain or foreign matter. The suggestion is made by exporters that it may be possible to have a special grade established by the Board of Grain Commissioners conforming to the Japanese requirement, so that the Canadian official certificate may be acceptable to the Japanese authorities. Negotiations to this end are being conducted.

Italy has voted \$20,000,000 for the protection of wheat prices in the domestic market by loans to producers.

Germany has raised the duty on durum wheat from 112½ to 160 marks per ton, and cut down the permissible imports 50%.

French importers are disturbed by the rumor that the government of France intends to charge double tariff on United States wheat shipped via Montreal. Another wall against U. S. products.

The Soviet government will erect a model corn flakes plant under the supervision of Elmer Replogle, miller of Omaha, Neb., who will sail from New York July 18 for Moscow, for a 2-years' stay.

The new grain warehouse at the Edinburgh Dock, Leith, Scotland, has a capacity of 18,000 tons, and is operated by the Leith Dock Commission. The construction is of reinforced concrete. Boats are unloaded by means of two pneumatic traveling elevators.

Southwest Pools in Merger?

The receivership proceedings brought by 18 members against the Kansas Co-operative Wheat Marketing Ass'n were scheduled to be aired in court June 15, and on June 9 the Farmers National Grain Corporation at a meeting of its directors approved a sales agreement between the southwestern pools and the Farmers National's controlled Hall-Baker Grain Co. of Kansas City, giving rise to the suspicion that the sales contract was intended to aid the pool in resisting the receivership suits.

Rumor has it that a move is on foot to name Bill Settle of Indianapolis, Ind., as pres. of the Farmers National in place of Clarence E. Huff.

Cash wheat prices at Chicago, 1861 to 1932, are given on a chart 10x20 ins. being sent to its friends by the Rosenbaum Grain Corporation.



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Di-Calcium Phosphate: The Mineral Supplement

By E. WANDER, B. S., E. M., New Orleans, La., before American Feed Mfrs. Ass'n at French Lick, Ind.

In order to advocate with any hope of success the use of any mineral supplement whatsoever, it is incumbent first of all to prove that a deficiency exists in a ration devoid of supplement. This deficiency has been generally acknowledged by the specialists—who have been recommending the addition of bone-meal and limestone to dairy and poultry feeds. It was hoped by such addition to prevent the many symptoms of mineral starvation, which have manifested themselves in our livestock. We obtain the following quotation from Henry and Morrison:

"It was formerly assumed that when dairy cows were fed common well-balanced rations containing plenty of protein and liberal amount of legume hay, there could be no deficiency in calcium or in phosphorus, for legume hay is rich in calcium and protein-rich feeds are in general high in phosphorus. Surprising results have, however, been secured in extensive experiments at the Ohio Station 12 by Forbes, in which high producing cows have been fed such excellent winter rations as alfalfa or clover hay, corn silage, and corn with such high-protein concentrates in addition as wheat bran, cottonseed meal, linseed meal, dried distillers grain, or gluten feed. On these rations the cows in most instances lost calcium, phosphorus, and also magnesium from their bodies, being able to assimilate and retain so small a portion of the liberal supply in their feed that it was insufficient to meet the requirements in producing the milk.

"Even when abundant amounts of calcium, or both calcium and phosphorus, were added to the ration in such forms as steamed bone, calcium carbonate, or calcium lactate, the losses of these mineral constituents from the body continued."

This is a statement of the greatest importance to the dairy man and the feed manufacturer, and we need go no farther in seeking proof for the need of an available, assimilable calcium and phosphorus supplement.

Calcium Carbonate?—But has not such a supplement been generally accepted, in the form of bone meal and calcium carbonate, have these not been in use for many years for the purpose of relieving this deficiency in the ration? Mr. Forbes has stated that such supplements as steamed bone meal, calcium carbonate and calcium lactate have not succeeded in stopping the losses of mineral from the animal's body. After more than ten years' experimental use of bone meal and calcium carbonate, nearly as long as the prohibition experiment, the experts agree that little, if any, good has resulted from the use of these supplements.

Dicalcium Phosphate Compared.—Dicalcium phosphate is a white, tasteless, odorless, finely crystalline substance, which is available for animal feeding, almost chemically pure. It contains about 41% P_2O_5 (18% phosphorus) and 34% calcium oxide (23% calcium), both chemically combined. It is soluble in neutral ammonium citrate solution, and in the most dilute solutions of hydrochloric acid, such as exist in the gastric juices of the animal's stomach. The ratio of calcium to phosphorus in dicalcium phosphate, about 1.29:1, happens to be identical with the ratio of these elements in cow's milk, a point well worth remembering.

Dicalcium phosphate was not generally available in commercial quantities for feeding purposes until two or three years ago, and this condition was responsible for the delay in its adoption.

Dicalcium phosphate, tricalcium phosphate, bone meal, phosphate rock, calcium carbonates—all of these are insoluble in alkaline media, and the organism is dependent chiefly on solvent action by the hydrochloric acid in the gastric juice to put these salts in a state suitable for absorption.

But it must be assumed that the quantity of this stomach acid is limited, and that most of it is needed for the digestion of the proteins. The concentration of acid in the stomachs of cows and sheep is about 0.15% and 0.25% in swine.

A tabulation shows what dicalcium phosphate, and bone meal supplements will do under identical conditions as controlled in the laboratory. The calcium in dicalcium phosphate was from 1.7 to 2.7 times as available, and the phosphorus from 3.5 to 8 times as available as was the calcium and phosphorus from bone meal. The calcium-phosphorus ratio from dicalcium phosphate averaged 1.44:1, from bone meal 3.95:1. This brings up, besides availability, also the question of calcium-phosphorus balance, which we will discuss a little further on. But let us take for granted that the animal needs more calcium and phosphorus than is available in its feed, and that a mineral supplement is therefore required.

Less Dicalcium Phosphate Needed.—We believe that 1% dicalcium phosphate added to a 16% protein dairy feed will supply sufficient calcium and phosphorus to meet average conditions. But many manufacturers of dairy feeds use a supplement consisting of 2% of bone meal plus 1% of calcium carbonate. We decided to try out our solubility tests on these proportions, using acid of the concentration found in the cow's stomach. Ten grams of dicalcium phosphate were used to 1 liter of 0.15% HCL and this was compared with a mixture of 20 grams bone meal and 10 grams calcium carbonate, in 1 liter of the same kind of acid. The calcium dissolved from the bone meal and carbonate mixture was little more than one-third of that obtained from dicalcium phosphate, and practically no phosphorus at all was dissolved from the 30-gram mixture. The reason for the low phosphorus recovery from the mixture is not difficult to fathom: Calcium carbonate is a preferred customer in a solution of hydrochloric acid, has first call, so to speak, and leaves very little or no acid for its more modest bone meal friend, tricalcium phosphate, or for the digestion of the proteins.

Economics.—Suppose a ton of dicalcium phosphate, containing 370 lbs. of phosphorus, would cost as much as three tons of bone meal, which contains 630 lbs. of phosphorus. What would be the relative quantities of available calcium and phosphorus obtained from a dollar's worth of these supplements? This was also tried in the laboratory. Ten grams of dicalcium phosphate was stirred into 1 liter of 0.15% hydrochloric acid, and 30 grams of bone meal was stirred into 1 liter of acid of the same concentration. We found that 68% of the phosphorus in dicalcium was dissolved, but only 7% of that in bone meal. From 30 grams of bone meal there

was available only 47% as much calcium, and 18% as much phosphorus, as from 10 grams of dicalcium phosphate.

Excess Bone Meal a Loss.—What do these figures really signify to the feeder or to the feed manufacturer? Gentlemen, it is positively not a question of using three, or four, or eight times as much bone meal as dicalcium phosphate in order to try to achieve results comparable with those obtained with dicalcium. Past experience in animal feeding with the use of these supplements proves what the test tube has so clearly indicated: There is not acid enough in the animal's stomach to make available a sufficient quantity of the phosphorus in the bone meal supplement to prove of any real benefit. And the small quantity of phosphorus which is dissolved is so much out of balance with the relatively large excess of calcium, that the very object of the supplement is defeated. Biological tests are available to prove these assertions.

Calcium-Phosphorus Balance.—Roger Williams states that an improper balance between calcium and phosphorus availability in the diet is one of the causes of rickets. There are many other references on this topic in the literature: Arthur D. Holmes and M. G. Piggott, (writing in Ind. & Eng. Chem. Feb., 1931, on the effect of cod liver oil on calcium metabolism of young chicks), state that the best growth was obtained in pens where rations contained 1 to 4% calcium and had a calcium-phosphorus ratio of 1.5:1. Where an excessive calcium-phosphorus ratio was used, poor growth resulted, unsatisfactory feathering, and poor physical appearance.

In Poultry Science of March, 1931, a study contributed by Cornell University Agr. Ex. Stat., concludes that the minimum phosphorus required for a chicken should be about 0.50% of its ration, and that the calcium phosphate ratio should not be less than 1 to 1, nor more than 2.2 to 1.

What was said of chickens is also true of other animals; an excessive ratio of either calcium or phosphorus is detrimental to the animal's welfare.

According to the availability shown (in our table No. 1)—dicalcium phosphate is ideal in its proportions of available calcium and phosphorus, and this balance is one of the important factors to which we attribute the success of dicalcium phosphate as a feed supplement.

Experiments on Rats, Pigs and Lambs.—In the Food Research Laboratories of New York, conducted by Dr. Philip B. Hawk, a series of biological tests were conducted on rats in April, 1930, in which were brought out the relative retention values of various mineral supplements.

Calcium carbonate, calcium citrate, tricalcium phosphate, and dicalcium phosphate were used, and the materials entering and leaving the bodies of the rats were weighted and analyzed. The overall calcium retention value obtained was four times as great with dicalcium as with calcium carbonate or calcium citrate, and nearly twice as great with dicalcium as with tricalcium phosphate.

Koehler reports the results of test (covering a period of six years—conducted at the experiment station in Moeckern, Germany)—of various supplements added to the ration of lambs. (His basal ration consisted of 37% ground oats, 28% corn distillers dried grain, 18% starch, 9% sugar, 7% gluten, 1% salt, and to this were added the supplements containing calcium and phosphorus). The retention of phosphorus from dicalcium phosphate was four times that obtained from steamed bone meal, or bone ash, and the calcium retention from dicalcium phosphate was two and one half times as great.

In his conclusion Koehler states that

[Continued on page 49]

Feedstuffs

Jamestown, N. Y.—The annual meeting of the Mutual Millers & Feed Dealers Ass'n will be held at the Jamestown Hotel, July 20-22, instead of in September as first planned.

Kansas City, Mo.—By a vote of 93 to 17 the Kansas City Board of Trade has decided to change the weight of sacked millfeed from 50 to 48 pounds, beginning with the trading in the December future.

Minneapolis, Minn.—About 100 dealers were present here June 23 at the meeting of the Northwest Feed Dealers Ass'n at the West Hotel, when it was decided to expand the activities of the organization.

A "lower cost" campaign, conducted for benefit of farmers by the Alabama Mill & Elevator Co., Birmingham, has won a bronze plaque of merit, engraved with the firm's name. The plaque given by the Purina Mills of St. Louis, reads:

"Awarded in recognition of unusual services to the feeder in lowering the cost of producing milk, meat and eggs."—G. H. W.

Cottonseed grades have been established by the Sec'y of the U. S. Dept. of Agriculture. Grade 100 is the basis grade on which quotations will be made. From one ton of cotton seed of this grade an efficient cotton seed oil mill should be able to obtain 313 pounds of oil, 822 pounds of meal (41.13 per cent protein), 125 pounds of linters, and 640 pounds of hulls. Grades above 100 are premium grades. These grades result either from the fact that greater quantities of oil or of protein can be obtained or that the seed is of special quality.

The county agents of Mississippi are urging the farmers of the state to plant additional acreage to feed crops wherever necessary to assure relief from possible crop failure and market disaster. Asserting that the present time is exceedingly unfavorable for buying feed, the agents are basing their appeal to the farmers on the heavy prevalence of boll weevils, on the statistical report of the federal government that feed crops in sight this year are below a 10-year normal average.—G. H. W.

Federal-State Hay Inspection has been adopted in Oregon by agreement between Federal and State Departments of Agriculture. This affects Washington growers and shippers and will require some sort of adjustment of discounts and of grades on which settlement is made. The Portland-Vancouver joint meeting of June 23 appointed a com'tee consisting of Chairman W. D. Russell and Messrs. Miller of Triangle and Lensch of Lensch Feed Co., to consider the regulation of truck delivery of hay, and the establishment of discounts based on Federal hay grades. The matter is also being referred to the Hay Committee of the Washington Ass'n for study.—Floyd Oles, manager Feed Dealers Ass'n.

Feed Future Prices

The following table shows the closing bid price each week in dollars per ton of standard bran, gray shorts and standard middlings for October delivery:

	St. Louis			Kansas City	
	Bran Shorts *Midds			Bran Shorts	
June 4.....	9.20	10.00	9.60	7.65	8.50
June 11.....	9.35	10.30	9.90	7.65	8.80
June 18.....	9.65	10.30	10.35	7.75	8.85
June 25.....	9.80	10.70	10.75	8.10	9.15
July 1.....	8.75	9.65	9.70	7.30	8.15
July 9.....	8.90	10.00	9.75	7.50	8.50

*Chicago delivery.

West Union, Ia.—Feed dealers will hold a meeting here July 24 in the court house at 2:30 p. m. under the auspices of the Northwestern Iowa Millers Ass'n. All dealers are invited to join in the discussion of business problems. Action will be taken on plans for the formation of a mutual fire insurance company.

Clayton, Mo.—Henry Loehr's big barred rock rooster made good his claim to "King of the Barnyard," when he protected a small chicken by engaging in battle with a hungry hawk, following its hunter's instincts. Rooster feathers were scattered far and wide over the barnyard, but so were hawk feathers and in the end the hawk turned tail and flew away.

Feed with Midsummer Pasture

The following combinations are suitable to be fed with midsummer pasture, in the amounts usually given. If the pasture is above the average in quality or is largely sweet clover or other legumes, the gluten or cottonseed could be reduced safely, according to the New York State College of Agriculture:

1. Mix 200 corn, 200 middlings, 200 bran or oats, 200 gluten feed.
2. Mix 400 hominy, 300 bran or oats, 200 gluten feed, 100 cottonseed meal.

Adulteration and Misbranding

Otho L. Nickles, trading as Southland Cottonseed Products Co., North Kansas City, Mo., pleaded guilty to having misbranded cottonseed cake and meal, the weight being short of 100 lbs. and the protein less than the 43% on the label. Fine, \$70.

Consolidated By-Product Co., Philadelphia, Pa., pleaded guilty to having misbranded linseed meal, consisting in fact of a percentage of bone, dried blood and flesh tissue, and containing less fat and more fiber than labeled. A lot labeled beef scrap consisted in part of fish meal. Fine, \$50.

While the buyers of the above commodities may have had just grounds for damages in a civil suit, that is their business and not the business of the Dept. of Agri. bureaucrats.

Feed Dealers Protest Direct Selling

Direct selling of feeds to farmers on the part of terminal feed mills was severely criticized at a joint meeting of Oregon and Washington feed dealers of the Portland and Vancouver districts recently. Mill representation denied knowledge of such transactions, which resulted in creating a definition of a feed dealer.

The definition declared a feed dealer to be anyone who keeps a stock of feed, sells for a profit and keeps open from 8 to 6, six days each week. Mills reported they frown on truck men coming in for feed, and had no knowledge of having sold to farmers, who put a stock of feed in their barns and resell to neighbors. Mills who go around the retailer and sell direct to consumers sacrifice all claims to the dealers trade.

Farm Board holdings, according to Chairman Stone, will be about 80,000,000 bus. cash wheat and 30,000,000 futures, by July 1. Manufacturers are glad to know supplies are ample to keep prices down.

Eastern Federation of Feed Merchants Meets

Over 100 dealers attended the annual meeting of the Eastern Federation of Feed Merchants at Atlantic City, N. J., June 27 and 28.

FRED M. McINTYRE, Potsdam, N. Y., pres., vigorously attacked the Federal Farm Board. He charged that immediately after the enactment of the Agricultural Marketing Act and the appointment of the Federal Farm Board, those in charge began to make positions for as many of their political friends as possible. He spoke of the opposition which had been made to the government loan to the Grange League Federation, but despite this it was granted. He also said he knew this organization originally intended to establish retail distributing outlets with the proceeds from this loan, thus putting it, through the means of government money, in further competition with independent feed merchants. He said that the annual payroll of those employed on the various Farm Board excrescences amounts to \$4,251,292.56 and that no one but the office holders are reaping any benefits from this tremendous expenditure.

FRANK T. BENJAMIN, Canastota, N. Y., treas., reported the finances of the Federation to be in good condition.

WILBUR A. STANNARD, Albany, N. Y., sec'y, reported a gratifying gain in membership compared with a year ago.

A general discussion freely participated in by many, rather than a set program, made up the proceedings, and covered almost the whole range of the feed dealer's activities.

D. L. SCHABLE, pres. of the New Jersey Feed Dealers Ass'n, told of legislative problems. A full attendance was had at the Ass'n banquet Monday evening.

All of the old officers were re-elected.

The following resolutions were adopted:

Check Up Farm Board Loans

WHEREAS, the Federal Farm Board has loaned public money to certain business organizations not entitled to them under the terms of the law; therefore be it

RESOLVED, that this convention requests the Federal Farm Board to require repayment of such loans with full interest to date, and that the Federal Farm Board be requested to publish in advance all further requests for loans, with full information regarding the use to be made thereof by the applicant organizations.

For Economy in Government

WHEREAS, evidence has been presented in the Federal government and in many state governments there are overlapping and unnecessary departments, bureaus and employees, and that as an emergency exists which makes it necessary to reduce taxes everywhere possible, that does not interfere with the proper functions of government, the Ass'n requests the president of the United States and the government to make a complete examination of each department or bureau to recommend such changes as may be consistent with prevailing conditions.

Memphis Cottonseed Meal Market

By J. M. TRENHOLM

Memphis, Tenn., July 9.—During the week ending today the cottonseed meal market has been strong and advancing daily. July meal which sold at \$11.00 on July 1st was not purchasable today at \$12.25. September meal which was selling around \$12.00 on July 1st sold on the close today at \$13.25 showing an advance for the week of \$1.25 per ton and an advance on fall meal from the low price of June 8th of \$2.50 per ton.

Trading has begun in new crop meal and dealers who have been sellers of actual meal have been in the market daily to hedge their requirements by buying the future board.

The tonnage which was proving a heavy burden to the market two weeks ago has either been sold or has been temporarily withdrawn from the market.

The cottonseed market during the week has not enjoyed the activity of the meal market but prices have been bid up sharply and closed Saturday at an advance of \$1.50 per ton with little or no seed being offered. The advance can undoubtedly be attributed to the better markets in meal and oil but the trade is awaiting the movement of new seed in the extreme southwest which will probably start some hedging activities in the market.

Wisconsin Feed Dealers Meet at Milwaukee

The Central Retail Feed Ass'n gathered again at the Schroeder Hotel, Milwaukee, Wis., for its seventh annual convention to report accomplishments of the past year and to plan to meet the problems of the next twelve months. A spirit of earnestness prevailed. A splendid business and entertainment program had been arranged.

PRES. S. E. ST. JOHN, Eau Claire, called the first session to order, following the community singing of "My Country 'Tis of Thee."

EDWARD LA BUDDE, president Milwaukee Grain & Stock Exchange, welcomed the delegates to the city. He scored tax-eating bureaus, prohibition, the Farm Board, etc., and pleaded for courage and upright principles in business.

PRES. ST. JOHN responded.

JOS. F. STRAUPE, Lomira, treasurer, read his report.

DAVID K. STEENBERGH, Sec'y, Milwaukee, presented his annual report:

A. B. CONKEY, Cleveland, Ohio, spoke by proxy on "What's the Future of the Feed Business?" His speech is quoted elsewhere in this number.

DR. ROY L. SMITH, Wheaton, Ill., concluded the morning's program with "Mental Mustard," a philosophical analysis of the times. He said:

"A great deal of our daily trouble is our own thinking! Our attitudes have more to do with our lives than anything else, and best of all we can chose our own attitudes and make our world with our attitudes!

"You can't escape trouble by running away from it; you've got to whip it within yourself! Why give up without a fight to the finish?

"You can sell more merchandise with a smile than any other way! A smile has a definite cash value; develop your smile!

"Wealth isn't the thing we put down in our pocket that rattles, it's the thing we put down in our hearts that doesn't rattle. It's wonderful to get money, but in getting it do not get out of touch with those things that money cannot buy!

"Difficulties have their dividends and the bigger the battles we win the more satisfaction we get out of the victory! That's why I'd rather be alive today than any previous year in history!

"Business is going to come back when you and I believe again in each other, when we believe in the gospel of work, and when we become satisfied with the money we earn and not the money we get."

PRES. ST. JOHN appointed the following com'tes:

NOMINATING: Dan W. McKercher, Wisconsin Rapids; Gordon Spear, Wyconia; and Wm. Frank, Jefferson.

AUDITING: J. M. Brown, New Richmond; J. A. Becker, Monroe; and Carl Marks, Milwaukee.

RESOLUTIONS: Bentley Dadmun, Whitewater; F. H. Hembrook, Chetek; and A. C. Thiel, Slinger.

ASSOCIATION ACTIVITIES: J. Edson Davis, Amery; Howell H. Humphrey, Wausau; and Geo. Healy, Waterford.

Drawing for attendance prize was won by J. F. McGurk, Helenville. He was awarded a late edition of Henry & Morrison's "Feeds & Feeding."

Following a brief intermission for visiting, the convention moved across the lobby for luncheon, where A. J. Glover, editor, *Hoard's Dairymen*, was the principal speaker. He bit-terly scored the Farm Board and its policies.

Monday Afternoon Session

PRES. ST. JOHN called the second business session to order and turned the meeting over to G. A. Holland, Chicago, sales manager of Allied Mills, who acted as toastmaster and "teacher" for the Merchandising School.

M. F. BROBST, cod-liver oil specialist, Chicago, gave lesson number one, on "Making Sense of Feeding Science." His address will be published in a later number.

C. L. JAYCOX, Columbus, O., followed with a talk on "Advertising Costs Nothing."

WIRT D. WALKER, Chicago, vice president of Arcady Farms, next spoke on "Cash, Credits and Collections."

GUS A. HOLLAND, Chicago, concluded the program with a treatise on "Merchandising," a worth while policy worth following.

BENTLEY DADMUN, Whitewater, won a clock, the afternoon attendance prize.

Banquet

Following this meaty program, a splendid banquet was staged for the unrestrained pleasure of the 350 attending. The entertainment waxed strong and good until ten, when the tables were removed and the dancing begun. No one would ever think of missing this gala affair. John W. Jouno of the Milwaukee Grain & Stock Exchange was the able toastmaster introducing the long procession of professional talent.

Tuesday Morning Session

The Royal Order of Dumb-Bells were called to order with Vice President James H. Vint, Union Grove, presiding. The session, after some clever drawing features, was devoted to a discussion of pressing problems confronting the industry.

MR. WILBUR lead the Dumb-Bell exercises,—an open forum on trade problems.

D. W. McKERCHER, Wisconsin Rapids, opened the discussion with a complaint about trucking activities, the haulers taking farm animals to market in Illinois and bringing back corn and oats. One trucker brought back soy beans for seeding and loaded up a dealer and on the next trip he sold all the farmers soy beans so the dealer's customers were all gone.

"Regulation is becoming more essential every day," he said. "The same situation prevails with potatoes and other farm produce."

MR. VINT testified that grades and quality of truck-hauled commodities was usually unreliable and inferior. Truckers are, however, taking orders for feeds as they buy commodities from farmers for sale on whatever market they can sell upon. They're robbing the feedmen of their customers.

EDSON DAVIS, Amery, cited the "rubber" check activities of truckers. He scored mills selling to them, regardless of the convenience and smaller unit available when buying from them. "Truckers are in direct competition with feedmen, so do not patronize them," he warned.

MR. WILBUR explained how the lumber industry whipped the truck hauling of cement by boycotting manufacturers' who sold to truckers.

C. D. McARTHUR, Elgin, Ill., told of the trucking problems in his territory. "Truck rates are ridiculously low and have revolutionized the feed business. We are no longer car-load buyers of feed because of the truck and because the mills sell the trucker at the same price they sell us.

W. E. SUITS, Quaker Oats Co., Chicago in discussing Guaranteeing Feed Purchases for Future Delivery Against Price Decline, said, "Feed manufacturers and retail feed dealers have mutual problems," and then he outlined their program of learning the retail feed business through their own experiences in operating a few retail feed stores in New England. He sketched the work of the "Merchandising Council" of the American Feed Manufacturers' Ass'n in educating the industry to discontinue the practice of booking feed sales ahead for upwards to six months. "The practice bulls the feed ingredient market," he pointed out. "Not buying until feed ingredients are needed has saved thousands of dollars."

LARRY HARTZHEIM, Beaver Dam, discussed "direct" selling, scoring the practice. "The lumber retailers boycott any wholesaler who sells 'direct,'" he stated. "They must protect the dealer on every sale and do not dare even to sell a large contractor direct."

Letters from other organizations on this subject were read.

S. E. ST. JOHN, Eau Claire, testified to the shrinkage of portable mill activities and the total absence of new portables in the field. The organization has been active in getting fire insurance companies to add riders to policies canceling same while the portables are on the grounds and for 48 hours there afterwards. "Farmers will appreciate your reminding them of this hazard if you remind them of it in the right way." Disease is definitely known to be spread by portables, particularly hog cholera. "Of eight portables I know of in Minnesota, six showed a loss."

POWER RATES discussion developed a spread of from 3 to 4½¢ K.W.H., the municipal plants furnishing the lowest rate.

R. P. GUPTILL, Genoa City, stated he believed hatcheries, creameries, etc., should not handle feeds, particularly since stocks would not be fresh and turnover small. Feed as a side line is not charged for at the proper margin by these merchants, some charging the loss they take on this line to "advertising."

A law was proposed requiring that a profit must be made on every item,—leaders being outlawed. Items handled by more than one dealer would be sold on the same margin. The plan was decided unworkable.

THE A. & P. condensery was scored for selling bran at cost and the officers directed to iron out this difficulty. Manufacturers selling chain stores were put on the carpet and dealers urged to boycott them. One dealer testified the chain stores make a good profit on handling mill feeds, since the price paid for milk is dropped by them to take up the difference.

COUNTY AGENTS were put on the "spot," their merchandising activities being a sore spot with most of the dealers.

SECY STEENBERGH read a report of the activities of the California feedmen in confining the activities of county agents to educational work alone, in accordance with federal law.

On unanimous motion, the chair was directed to appoint a com'te of three to draft a resolution and platform against direct selling. A list of manufacturers doing this was asked for.

PRES. ST. JOHN recommended reporting violations of county agents' activities to the county attorney; then the federal and state funds will be withdrawn and the county will invariably not stand his salary alone.

It was moved that the secretary be instructed to compile a complete list of all legitimate feed dealers in the state and circulate same to all manufacturers with a request that they sell only to them. The motion was lost.

The Secretary was then instructed to send all manufacturers the organizations' definition of a legitimate feed dealer with the request that sales of feed be confined to dealers coming within that definition.

JAMES H. VINT, Union Grove, was elected.
[Concluded on page 48.]

Cash, Credit and Collections

By W. D. WALKER, before Central Retail Feed Ass'n at Milwaukee, Wis.

It is my personal opinion that the switching over of thousands of feed dealers in this country from old time credit methods to cash in the last few years stands out as the greatest advancement in the distributing field of this business in its history. The biggest contribution to its continuance and growth for the future, not only from the standpoint of the dealer, but also for the feeder and the manufacturer. I am also sure of this statement: it has kept the average of failures in our industry far below that of most other lines. The dealers of this association who really started this snowball rolling cannot realize its growth and present size.

Just before coming to this meeting I was told of the intent to switch to cash July 1 of one of the greatest distributors of feeds in the East, involving several hundred stores. Last week I personally know of a small group of 10 stores in Massachusetts which went onto the cash basis, necessity perhaps; but whatever the reason, the result accomplished is the same.

Six rules for cash.—Here are six of the simplest rules you want to follow in making the cash plan a success:

1. Treat all customers alike.
2. Make no exception to the cash rule.
3. Do not allow cash discount to any customer.
4. One price to all.
5. If you change over from credit to cash, send out letters to customers and prospects announcing cash plans.
6. Take time to tell every customer that comes into your place the advantage and saving you make him through the use of the cash plan.

Samples of letters and announcements such as you would like to use are easy to obtain through your Secretary's office.

I believe one of the most successful plans in selling for cash is to issue weekly quotations to your prospects and customers. The experience of one of the largest, if not the largest, cash feed dealer in Ohio, on this matter, was that in sending out approximately 1,000 price lists weekly, he was figuring those price lists on a cash basis and he was setting the price at which his competing dealers who were selling on credit had to sell.

Setting retail price.—Naturally, any change to cash involves a loss of business and in this particular instance this company lost quite a few of its largest and best customers. After three months, these customers are now coming back to this store because his competitors are getting tired of letting him set their prices at which they must sell to these people, and that is just what they are doing, because these people carry the price sheets from the cash dealer right into the competitor and show them to him.

Perhaps it is a good plan to post up a draft on your bulletin board, showing that you pay cash for your car of feed. In doing this you impress on the feeder that your money is already spent when you are giving him credit on this car and make credit seem more real to him.

Credit.—Next then credit, if it must be done. How to handle it conservatively.

Your banker today gives you probably the best example of a conservative credit manager. But you think he is only a banker with no competition (which is quite true, in fact, in many towns these days) and that you cannot do as he does for that reason. Perhaps not, but you can follow him up to a certain point. Did you ever see a farmer's balance sheet or ask him for one when he wanted to get credit from you as your banker asks you for your balance sheet if you are asking him for credit these days?

The best and biggest stores in business in the country get such balance sheets or statements on individuals or on companies in

many cases without its being known. Just because you never did or ever believe you could in the old days is certainly no reason or no criterion for you to think that you cannot today or should not today ask the farmer for such a record.

I am sure many of you think that such a plan is too extreme and is impracticable and that you would lose all of your business if you went after such information.

Collections.—A series of three or four letters or telephone calls seems to be still the best basis for fair and friendly collection. Another plan is allowing credit to reach the maximum point and then turning that customer over onto a cash basis to keep his business and work out his credit account with him by collecting a few dollars at the time of each cash sale.

Good Feeds Necessary

By A. B. CONKEY before Central Retail Feed Ass'n at Milwaukee, Wis.

The element of cheapness has gotten into the minds of the people so strong, perhaps thru necessity, that they are disregarding to quite an extent the need of the proper feed to perform in the right manner. It's astounding to see the class of merchandise that is being sold, rations that are improperly balanced, rations in which there's a pinch of this and a pinch of that merely to get by, and people are taking it home and feeding it to their animals without any regard to what they are going to do to them.

Quality merchandise at a fair price is the most fundamental thing there is in the feed business. It protects you with your trade as the consumer comes to realize that you are giving him his money's worth. He respects your store and your merchandise and even though during times of this kind he may leave occasionally to shop around for trash, he'll come back to you in the last analysis for the thing that takes care of his feeding problem, namely, a well balanced, quality product at a fair price.

Analysis Not a Criterion of Value.—Bear in mind please that our feed laws don't state that we must have a definite percentage of any one item in a feed. The feed must conform to an analysis and the protein analysis, for instance, is something that can be built up and still not be the right type of protein. It takes a variety of the right kind of proteins to make a proper poultry mash. On top of this, the mineral element must be correct and mineral needs in a feed are not discovered in a day. We have been experimenting for years in our laboratory all the year around on all types of feeds, and especially on feeds for baby chicks, because it's this early period in a chick's life, just as it is in a human life, that decides whether poultry is going to be good or bad.

I told a man in Cleveland not long ago who came into my office for advice to buy 500 chicks instead of 1,000 and use the rest of the money to buy good feed.

There are plenty of manufacturers today who are making good feeds. There are many who have been seduced by present conditions to put out any old thing on the market, but chickens are chickens and cows are cows just as they always were. It takes the same kind of material to make an egg that it did three years ago and you can't fool the hen.

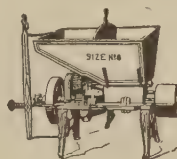
Using Home Grown Grain.—There's a lot

of grain on the farm and the farmer wants to use this grain especially when the prices he is getting are so low. It's foolish for this farmer to home mix because he cannot get the proper protein balance and it's hardly practical now for a grain farmer to buy a complete mash. When egg and milk prices change and the farmer is getting a fair price for his grain, then he can afford to feed the mash but he could and should feed a supplement. Supplements range anywhere from 26 to 35% protein. The farmer can have his grain ground and mixed with this supplement; he at least therefore will be getting a steady and reliable source of protein, thus preserving a pretty fair balance and also maintaining the health of his stock. Usually the supplement will run about a quarter to a third of the mixture. In this way, the farmer is using up his grain, both for his cows and his chickens. He is taking care of the foundation of his business and we are all rendering the industry we represent a real service.

BOWSHER Crush Grind Feed Mills Mix

Rapidly crush ear corn (with or without husk) and grind all the small grains; either separately or mixed—mixed as they are being ground—not before or after. This saves time and labor.

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Poultry Feeds and Feeding

Crystalline Carbonate for Laying Hens

The crystalline forms of calcium carbonate, such as calcite and aragonite, gave markedly better results than granular or other forms such as oyster shell and limestone grits, flour or meal, according to the findings of the Standards Com'ite of the Oregon Feed Dealers Ass'n and the Feed Dealers Ass'n of Washington.

The crystalline forms gave better shell texture and reduced the number of soft-shelled eggs, convincing the com'ite they were most readily available, though little difference exists chemically between the various forms of calcium carbonate.

Offered as the opinion of the com'ite was belief that choice between different kinds of crystalline calcium carbonate must depend upon:

Purity (magnesium and fluorine content is detrimental).

Speed of solubility (determined by solution in 1½% HCl, at constant temperatures and constant granulation, and by weight of shell.)

Price.

Differences in results obtained from different forms of crystalline calcium carbonate were directly traceable to, or compensated for by these considerations.

Dried Buttermilk and Egg Production

By H. L. KEMPSTER

Milk products have always proved adequate protein supplements in rations for egg production. Where the hens have access to liquid skim milk or buttermilk the hens apparently consume milk in sufficient quantities to properly balance the ration. Experiments at this station have shown that the egg production was slightly higher when milk was given as a drink as compared to the use of meat scrap or tankage. The hens each consumed 88 pounds of liquid milk in a year's time. Using this as a basis for determining the amount of dried buttermilk to be used, Formula 410 containing 35 per cent dried buttermilk and 1 per cent salt was fed. Table 3 shows the results of five tests with this ration.

Table 3.—Results per Hen per Year with Dried Buttermilk

Year	Grain	Mash	Eggs	Pounds feed to produce 1 dozen eggs
1923-24	58	24	128	7.5
1924-25	48	21	137	6.04
1925-26	51	24	150	6.0
1926-27	54	29	140	7.11
1927-28	46	34	181	5.3
Average	51	26	148	6.39

The results covering a period of five years indicate that dried buttermilk is a satisfactory source of protein so far as egg production is concerned. The average amount of feed to produce a dozen eggs ranged from 5.3 for 1928 to 7.5 for 1924 with a five-year average of 6.39. The egg production was uniform with the exception of 1928. This may be explained by the fact that for this test pullets were used and they are usually more productive than are hens. In these tests the hens consumed 9.1 pounds of dried buttermilk per year which is practically equivalent in dry matter to the 88 pounds of liquid skimmilk used in earlier tests.

It has not been possible to investigate the most economical amount of dried buttermilk to use. Whether or not equally satisfactory results might have been obtained with smaller proportions of milk was not determined in this experiment. Due to the price of dried buttermilk its inclusion in the ration materially increases the cost. The value of the use of milk cannot be based alone on the number of eggs obtained. It was observed that the eggs produced in 1928 were larger as compared to those produced in other pens and that they retained their quality while being held in storage. These factors are of economic importance.

Feeding Pullets

By PROF. A. G. PHILIPS

It is necessary that a definite feeding program be carried out in order to secure the greatest income from eggs in the fall. With grain abundant and low priced in the middle West, there is a tendency to let up on the feeding of a growing mash in order to save in outlay of cash. This, of course, is as unusual as endeavoring to operate an automobile with cheap or no oil at all.

Grain is necessary and has a place in the feeding plan of growing pullets, but wouldn't it be foolish to supply an auto with plenty of gas and skimp on the supply of lubricating oil? The car needs both gas and oil. The growing pullet needs both mash and grain if she is to mature at the proper age and be in physical condition to lay eggs of a proper size, and abundantly, in the winter months.

Pullets fed almost entirely on grain, after they are six weeks of age, will take from two to three months longer to mature than those receiving a proper ration consisting of the right proportions of growing mash and grain. They lose the opportunity to lay when eggs are worth the most, do not cost any less to mature, are smaller in size, and lay smaller eggs when they do come into production. Money is never made by feeding either animals or birds in an abnormal or improper manner. Normal growth precedes normal production—never the contrary. Let us see why a correct summer feeding scheme is practical.

If a high-class growing mash carrying about 16% protein is placed in one hopper and cracked corn and wheat in another, the chicks will work out the correct balance of mash to grain and mature at the proper age. At first the birds will consume very little grain (they do not want or need it). As they grow older there is less physical demand for mash and more for grain. Beginning at seven weeks the chicks will eat three or more times as much mash as grains, gradually reducing the consumption of mash until the proportion has nearly reversed itself by the twentieth week. This means that between the 6th and 20th weeks a pullet will consume from 6 to 7 pounds of a good growing mash and 10 to 12 pounds of grain.

No one can afford to delay the maturing of a pullet two months for 6 or 7 pounds of mash. The cost is too small. It may be as low as 8c or 10c if the farmer uses some of the popular mash supplements now on the market and blends it with his own ground grains. It will take very few eggs in the fall to pay the growing mash cost of raising a pullet properly.

Wisconsin Feed Dealers Meet

[Continued from page 46]

ed president; J. E. Davis, Amery, vice president; Joe Straub, Lomira, treasurer; and S. G. Sorenson, Tomah, director.

DAVE STEENBERGH was re-elected secretary at the Board of Directors meeting.

H. W. HEFTY, New Glarus, won the attendance prize,—a copy of Henry & Morrison's "Feed & Feeding."

The convention then adjourned *sine die* to Blatz brewery for lunch, near beer and music and singing.

A gigantic plot to take over the Farmers National Grain Corporation for private gain is charged by A. H. Bewsher of Omaha in an open letter to Pres. Hoover.

Poultry Feeds & Feeding

By Lamon & Lee

A book of 247 pages designed to meet the needs of all who are interested in feeds for poultry. Grains, rations and methods used in every section of the U. S. are taken up and discussed to make this book of value in all sections.

In three parts: Part I is devoted to the principles of feeding, explains which elements have been found essential in feeding poultry and tells why certain combinations are made. Every grain or feed-stuff used for poultry is discussed in Part II. Rations for every class of poultry keepers are included in Part III.

An invaluable book which should be in the reference library of every grinder and mixer of feeds for poultry.

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Dry Mash for Poults

Feeding dry mash during the first few weeks practically eliminates the danger of overfeeding turkey poults. Any one of the dry mash mixtures used for chicks will do for poults, provided it contains dried milk and bone meal.

When skimmilk or buttermilk is available it should be fed to poults from the very first, and a special mash low in protein be mixed at home. Skimmilk can be fed either sweet or sour, and should be given as soon as the poults are removed from the incubator or as soon as the setting hen is removed from the nest. Skimmilk is considered better than cottage cheese or clabber because it contains the milk sugars. Feed skimmilk sweet during cool weather, but when warm weather comes sour milk should be fed continuously. "Turkey Talk," a circular issued by the College of Agriculture, University of Kentucky, recommends the following dry mash turkey starter: 20 lbs. of ground yellow corn, 15 lbs. of wheat bran, 20 lbs. of middlings or shorts, 10 lbs. of finely ground or pulverized oats, 15 lbs. of meat scrap, 10 lbs. of dried buttermilk or skimmilk, 5 lbs. of alfalfa leaf meal, 2 lbs. of steamed bone meal, 2 lbs. of cod liver oil, and a pound of salt.

Thirty-five pounds of mixed wheat feed or shipstuff may be used in place of the bran and shorts.

Place this mash before the poults in self-feeders when they are removed to the brooder. Start feeding grain after the first week. Place a mixture of equal parts of wheat and cracked corn in open hoppers and the poults will gradually increase the amount of grain consumed. As soon as the poults will eat shelled corn it need no longer be cracked. If skimmilk or buttermilk is available, omit the dried buttermilk from the mash and keep liquid milk constantly available in place of water.

New Feed Trade-Marks

Blatchford Calf Meal Co., Waukegan, Ill., the figure 1 and the letter at the base "ALL MASH" as trade-mark No. 310,274, for mash or meal for poultry.

Great Atlantic & Pacific Tea Co., New York, N. Y., the words "DAILY MILK" as trade-mark No. 327,387, for stock and dairy feed.

The production of eggs in British Columbia so far this year is fifty per cent less than it was two years ago, states Consul H. S. Tewel. The decline in production, it is said, is the result of low prices brought about principally by competitive production in the prairie provinces where the cost of grain for poultry feed is unusually low.

For grasshopper control the Minnesota State Executive Council on June 23 voted an emergency appropriation of \$150,000 to be expended for bait. Mixing plants at Minneapolis have been turning out daily 14 carloads of bran and sawdust mixed with molasses and arsenic, under the earlier appropriation of \$100,000.

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Eastern Buyers: Merchants Exchange,
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Home Office: Lamar, Colo.

Distribution of Red Cross Wheat

Flour ground at cost by 661 mills licensed by the American Red Cross central wheat distribution office at Chicago to mill Federal Farm Board wheat has been requisitioned by Red Cross chapters to the amount of 3,431,206 barrels. Feed wheat requisitions amount to 223,603 tons, up to June 25.

Of the flour 1,498,000 barrels went to the Eastern territory, 732,000 to the middle west and 204,000 to the Pacific Coast.

To June 25 the Red Cross had taken over 24,354,834 bus. wheat, according to Wm. M. Baxter, Jr., in charge. The commitments are 30,000,000.

Invoices for grinding, transportation and sacking charges are now being passed for payment. When a miller is advised by wire that a certain number of bushels of wheat has been given him to pay his account, a disposition order is mailed the same day. The amount of wheat so indicated then belongs to the mill and if he desires to sell, he can immediately advise his broker or commission firm of the number of bushels, grade and location and, when a satisfactory offer has been received, transfer the disposition order which constitutes delivery. The selection of the market on which disposition orders for payment will be issued rests solely with the Red Cross.

Di-Calcium Phosphate: The Mineral Supplement

[Continued from page 44]

wherever there is a necessity for the addition of phosphorus and calcium to the feed of the young, dicalcium phosphate is to be preferred to steamed bone meal, bone ash or similar preparations.

In 1926, G. Bohstedt, R. M. Bethke and B. H. Edginton made some experiments on pigs with dicalcium phosphate, tri-calcium phosphate, precipitated bone meal flour, and calcium carbonate, in a grain ration. (Ohio Experimental Station Bulletin 395, Experiment VIII, pages 203 to 223). In each test lot there were five pigs, the average initial weight of each was 42 lbs. The basal ration consisted of ground white corn 55%, flour wheat middlings 25%, linseed meal 19.5%, and salt 0.5%. To this basal ration was added 2 lbs. of calcium carbonate and fed to lot No. 3, 2 lbs. of precipitated bone meal flour and fed to lot No. 9, 2 lbs. of dicalcium phosphate was added and fed to lot No. 10, and two pounds of tri-calcium phosphate was fed to lot No. 11. Eleven lots of five pigs each were fed in outdoor paved lots for a period of 158 days. At the end of the experiment, the lot to which dicalcium phosphate had been fed made an average daily gain of 1.09 lbs. against 0.62 lbs. in the tri-calcium phosphate lot, and 0.75 lbs. in the carbonate lot and 0.90 lbs. in the precipitated bone meal flour fed lot. The feed consumption per hundred pounds of gain was, 469 lbs. in the calcium carbonate lot, 457 lbs. in the tri-calcium phosphate lot, 445 lbs. in the precipitated bone meal flour lot, as against only 415 lbs. in the lot receiving a dicalcium phosphate supplement. Two of the pigs on tri-calcium phosphate died, three of the pigs fed on precipitated bone meal flour were stunted, while all of the pigs given dicalcium phosphate were in a thrifty condition. The femurs of pigs given the dicalcium phosphate supplement had a higher ash content (63.33% vs. 61.12%) and a greater breaking strength of bone (1218 lbs. vs. 1012 lbs.) as compared with those fed precipitated bone meal flour.

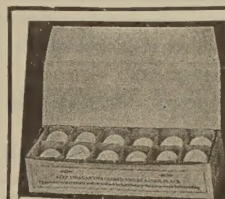
As manufacturers of feeds, as animal nutrition experts, you owe it to your constituents, the farmer, the poultryman, the dairyman, the animal husbandryman—you owe them the implied obligation to add that to your feed which will prove of the greatest economic benefit to them.

Books Received

EXCESSIVE TAXATION.—How excessive taxation is breaking down government in America is told by Hon. Harold McGugin in a broadcast published in a leaflet sent free to Journal readers who will apply to the American Taxpayers League, Munsey Bldg., Washington, D. C.

GRAIN RESEARCH LABORATORY REPORT.—The 5th annual report of the Dominion Research Laboratory for 1931 covers investigations of protein content of contract grades of wheat, extraction of oil from flax, study of electrical moisture testers, drying of wheat, variety tests, milling and baking characteristics of the crop, and supervision of moisture testers. By F. J. Birchard, chemist in charge, Board of Grain Commissioners for Canada, Winnipeg, Man.

OUR WONDERLAND OF BUREAUCRACY is a study of the growth of bureaucracy in the federal government and its destructive effect upon the constitution. Chapters cover the rise of bureaucracy, its mushroom growth, its propaganda, government owned corporations, bureaucracy as prosecutor, jury and judge (Our own commission of three trying the Chicago Board of Trade for alleged infraction of the future trading act is an example of the latter), bureaucracy and the power to tax. The 272 pages of this volume are replete with facts and figures. Of the Interstate Commerce Commission created in 1887 the author states that it is a super-board of directors for all the railroads of the United States, yet few, if any, of the Commissioners have ever had any practical experience in operating railroads. The Commission had 2,252 employees in 1930. After 45 years of its operation the condition of the railroads is far worse than it was when the Commission began its paternal duties. The cost of public printing is swollen by the propaganda put out to magnify the importance of the bureaucrats. The report of the Wickersham Com'te on Law Enforcement cost taxpayers \$500,000, and 300 sets were printed for sale at \$6.75 per set but no set has been sold. A reading of this volume leads to the same pessimistic conclusion drawn by the author who fears for the perpetuity of our form of government. By James M. Beck, formerly solicitor-general of the United States. The Macmillan Co., New York, \$3.



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Feed Sales Building Ideas

By G. A. HOLLAND, before Central Retail Feed Ass'n at Milwaukee, Wis.

How well do your employees know the lines that you are selling? Are they prepared to talk intelligently about feeds, about equipment, about the products that you sell? If they are not, you certainly should see to it that they have the necessary knowledge to talk intelligently to your customers about the products that you handle.

Educating Employees.—You can best accomplish this job by having a meeting once every two weeks with all your employees. Discuss the local feeding situation. Figure out plans and feeding programs that you can recommend to feeders. Have your different employees make actual demonstrations of talking to feeders, before your whole group. Select a different individual to do a demonstration job at the different meetings.

Bulletin Board.—Send a letter, enclosing two slips, one marked "For Sale" and the other marked "Wanted." Have these slips printed in black and red. Tell your potential customers that if they will fill out these slips, stating anything they may have for sale or may want to buy, you will be glad to post this on the board, and tell them that a similar letter has gone to many feeders in the community. You will be surprised at the splendid reaction you will receive from feeders.

Map the Farms.—How much business are you getting in your community? I'll bet that you'd be surprised if you made an actual analysis. I would suggest that you go to

your County Assessor's office, secure a map of your county showing all the farms. Put a circle around the territory that you serve. Then mark every farm that you are selling with one mark, and every farm you are not selling with another mark. Make up a type-written list of the farms that you are not selling. Then pick a select list of the farmers that you would like to sell to, who can buy, whose credit is good, and who buy feed. Say listen, that will give you a mark to shoot at and make you realize the wonderful possibilities that you haven't even touched, as far as the feed business in your own community is concerned.

Potential Customers.—Have you a record of all the customers and potential customers in your territory? I mean a record that shows the amount of live stock and poultry that they have, what kind of feeds they are using, when they bought last, and when they will be in the market again. Of course I know that it takes time to prepare a record of this kind, but I am sure as $2 \times 2 = 4$ that if you would keep a record of this kind, and get in touch with the people that are in the market for feed at just about the time they need feeds, either by calling them on the telephone, by making a personal call, or through a feed resale man, you would secure a larger proportion of feed business in your territory. That old principle is true today, as it has always been true. If you talk to the right person about the right thing at the right time, brother, you're going to make sales.

Truck routes. I know that truck routes aren't always practical. In fact, they are impractical in most parts of the country. But there are certain communities that have a network of paved roads which you and I, as taxpayers, are helping to pay for at this time. Some of us are squawking about our share of these taxes. I think we should have started talking a good many years ago. It costs money to build good roads. If you are located in a community that has paved roads; if you are located in a section that buys most of their feed, then I say that truck routes are practical. However, don't expect to put a \$10 man on a \$5,000 truck and get \$100,000 business. It doesn't work that way. It takes a smart salesman on a truck covering a truck route, to make it profitable for you. It's being done, but I wouldn't recommend it unless you have some surplus cash that you can afford to spend to build up good will and a truck route, because a truck route doesn't pay until it has been operated for two or three months.

Experience of Your Reliable Feeders.—Give me plenty of good, honest stories of experience, or testimonials, from men whose word is respected, who are honored in their community, and I will go out and sell anything that is made today. And you can too. What about these stories of experience? Do you have records, actual records of results that have been produced on the products that you sell, from good reliable feeders in your territory—men whose word is respected? Why don't you encourage your better feeders to keep such records for you, by perhaps giving a little discount on the feed providing the feeder keeps a record for you? And listen, aside from the fact that it will help sell feed, it will do another thing. If you have three outstanding feeders in your territory who have kept records for you and then you sell some feed to a feeder who has bad luck, and he starts telling the public that the feed you sell is no good, believe me, you can close up that man quickly when you go to him and show him that here's Tom Smith, Bob Brown, and here's John Jones, who have fed these feeds with these results, and surely there must be some other reason why this feeder had bad luck, aside from the feed itself. It gives you a real way to stop a lot of talk about your feed, and perhaps gives you an opportunity of helping this man to solve his problem.

Commercial Feeds in Ohio

By V. R. WERTZ

There has been a tendency for Ohio farmers to buy less commercial feeds. This tendency is shown by the accompanying tabulation giving the tonnage of commercial feeds reaching the Ohio retail trade in 1929, 1930, and 1931, as reported by feed dealers licensed to sell feeds in Ohio. These figures are based on the tonnage reported by the same feed dealers selling to the Ohio retail trade over this 3-year period.

Commercial Feeds Reaching the Retail Trade in Ohio

	1929 Tons	1930 Tons	1931 Tons
Mixed Feeds:			
Dairy feeds	130,467	104,178	57,825
Poultry feeds	192,304	142,166	91,453
Hog feeds	37,373	20,145	7,792
Other mixed feeds	25,143	23,023	17,634
Total mixed feeds	385,287	289,512	174,704
Unmixed Feeds:			
Cottonseed meal	16,988	17,843	13,944
Oilmeal	24,463	27,052	22,146
Bran	60,477	54,103	54,134
Middlings	57,080	50,650	43,471
Alfalfa meal	4,757	5,180	5,331
Gluten feeds	20,386	21,296	18,865
Hominy	50,964	50,075	28,279
Tankage	8,834	9,209	11,073
Meat scraps	12,230	12,663	15,584
Milk products	2,038	1,727	1,640
All other feeds	36,014	36,260	20,915
Total unmixed feeds	294,231	286,058	235,400
All commercial feeds	679,518	575,570	410,104

The total tonnage, as reported by these commercial feed dealers, decreased from 679,518 in 1929 to 575,570 in 1930 and to 410,104 in 1931. This was a decrease of 15 per cent in 1930 and a further drop of 29 per cent in 1931. The total tonnage, as reported for 1931, was 269,414 tons, or 40 per cent under that for 1929.

The greatest decrease in commercial feed sales was in mixed feeds. Mixed feed sales declined from 385,287 tons in 1929 to 289,512 in 1930 and to 174,704 in 1931. This was a decrease of 25 per cent from 1929 to 1930, 40 per cent from 1930 to 1931, and 55 per cent from 1929 to 1931.

The sale of unmixed feeds has, likewise, been on the decline since 1929, but not to the same extent as mixed feeds. The tonnage of unmixed feeds fell from 294,231 in 1929 to 286,058 in 1930 and to 235,400 in 1931, making a decrease of 3 per cent from 1929 to 1930, 18 per cent from 1930 to 1931, and 20 per cent from 1929 to 1931. As evidence of the fact that farmers are doing more of their own mixing and using a larger percentage of their home-grown feeds, some of the ingredients, such as alfalfa meal, tankage, and meat scraps, have actually increased over this period. Alfalfa meal sales increased from 4,757 tons in 1929 to 5,180 in 1930 and to 5,331 in 1931. Tankage increased from 8,834 in 1929 to 9,209 in 1930 and to 11,073 in 1931. Meat scraps likewise showed a gain over this period. The meat scrap tonnage increased from 12,230 in 1929 to 12,663 in 1930 and to 15,584 in 1931.—Bulletin No. 156, Ohio Agri. Exp. Sta.

Exports of Feeds

Exports of feed of domestic origin during May, compared with May, 1931, and for the eleven months ended May, are reported by the Department of Commerce in short tons (000 omitted) as follows:

	May 1932	May 1931	Eleven Months Ended May 1932	Eleven Months Ended May 1931
Hay	70	265	3,322	5,931
Cottonseed Cake	3,613	128	153,694	35,236
Linseed Cake	9,011	17,941	200,779	125,406
Other Oil Cake	1,809	5,422	34,694	26,234
Cottonseed Meal	1,266	670	54,610	7,966
Linseed Meal	997	1,145	8,708	6,480
Other Oil Meal	80	226	1,012	2,191
Oyster Shell	1,604	5,170	53,804	59,429
Fishmeal	133	523	1,797	(1)
Alfalfa Meal	4	97	1,391	(1)
Mixed Dairy Feed	137	155	1,799	582
Mixed Poultry Feed	163	709	4,034	2,867
Other Mixed Feed	142	689	5,593	2,697
All Other Feed	5,792	1,087	49,544	11,816

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Attrition mills	Hammer mills
Alfalfa meal	Iodine
Blood, dried	Iron oxide
Bone meal	Linseed meal, cake
Buttermilk, dried, semi-solid	Meat meal, scrap
Calcium, carbonate, phosphate	Minerals
Cocunut oil meal	Mineral mixtures
Cod liver oil	Molasses
Charcoal	Oyster shell, crushed
Commercial feeds	Peanut meal
Cottonseed meal, cake	Phosphates, rock
Feed mixers	Potassium, chlorid iodide
Feed concentrates	Salt
Feeders for mills	Sardine Oil
Fish meal	Screenings
Formulas	Skim milk, dried
Gluten, feed, meal	Soybean, meal
	Tankage
	Yeast for feeding

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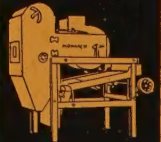
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